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FRANCK MULLER

YACHTS



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The Best List of All World's 100 Largest Yachts



PHOTO BY ANITA STREETER

I'm a stone-cold sucker for lists. I'll take "10 Celebrity Plastic Surgery Disasters" over another piece on Washington gridlock any day. Or "9 Frightening Airplane Facts Your Pilot Won't Tell You" over a piece on the eternal ebb and flow of the stock market. Seriously though, lists—sober, legitimate ones anyway—are a great way to absorb a quick snapshot of a topic. Who among us doesn't love a list of the best or the biggest of something that reflects our passions?

We—you, me, the staff of *Yachts International*—have always been pushovers for the annual lineup of the world's largest yachts. It's safe to say that most of us likely will never own a yacht such as 180-meter (590-foot) *Azzam*, but it's patently cool to see where the race to the top has gone. After a lull following the Gilded Age, a push toward ever-larger yachts has progressed inexorably during the past several decades, resulting in some unimaginably outsized examples of the breed. The Lürssen-built *Azzam* has occupied the top of the list since her launch two years ago, but her status is under threat by still larger yachts in the pipeline.

While it's fascinating to watch LOAs balloon, what's inside top-tier superyachts is no less remarkable, from super-tenders worthy of the designation yachts themselves to submarines, spas, gyms, masterworks on the walls and levels of overall opulence not seen since Rockefellers, Vanderbilts and European royalty ruled the waves. The largest yachts possess technical attributes worthy of NASA while still serving as platforms for the mission we all share: to indulge our passion for being on the water.

I was in Italy in late spring visiting shipyards. With some notable exceptions, the yachtbuilding industry there appeared healthier than I've seen it in years. While "booming" would be an overstatement, activity was considerable in most of the yards I visited. Several had mammoth vessels in build and new sheds under construction able to handle yachts over 90 meters (295 feet). At others, bays were full and production was proceeding on semi-custom models scheduled to debut in Cannes, Monaco and Fort Lauderdale this fall. After the dark days since 2008, skies seemed to be brightening.

I hope the same will soon be true for the yachtbuilding industry in North America, which continues to suffer residual struggles from the downturn. If a prolific builder nation such as Italy is showing signs of life, maybe our native industry will pick up pace soon. The passion we all share is on the upswing, and I sincerely hope the industry will gain strength with rising demand.

This issue contains a list of the 100 largest yachts in the world today. We've integrated our annual review of the 10 largest yachts launched in the past year, all of which made it into the top 100. I guarantee you'll enjoy this list much more than "10 Intriguing Prehistoric Women" or "Top 10 U.S. Prison Gangs." Whether you practice your passion on a 100-meter superyacht, a 40-foot Downeast cruiser or a kayak, any day is better when you just add water. YI



Kenny Wooton
Editor-In-Chief

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HAVE A COMMENT OR SUGGESTION? WE'D LOVE TO HEAR FROM YOU.

Write to us at: Yachts International, The Quay, 1535 SE 17th Street, B201, Fort Lauderdale, FL 33316. Or e-mail us at: yachtsmail@aimmedia.com

SALT IN THE BLOOD

Kenny: Your waterborne life anecdotes in "Blood and Water" (From the Masthead, March 2015) made for a fun read and brought back some sailing memories of my own. I started way before you. As a photographer working in San Francisco, I would take lunch with a marine artist friend by the St. Francis Yacht Club, where we would dream of escaping to the South Seas. I eventually rented a tired, old, wood landing craft made into a houseboat moored at the Nunes Brothers Boat and Ways Company in Sausalito. They also built Errol Flynn's yacht. What mine lacked in comfort, it made up for in the view of San Francisco from my bunk.

My skill as a photographer earned me some sailboat rides, which led to being a deckhand, which led to racing. As you know, winch grinders are always in demand. An owner once invited me to help with the "coffee grinder" winch running the big jib on a very old 12 Meter—one of the first ever built—in a big-boat regatta sponsored by St. Francis. The first leg required a tack past the club so spectators could enjoy the race. As we tacked in very close, I was tailing the winch as fast as I could. As fate had it that day, my pants split from belt line to belt line and I mooned the club. It took years to live that one down.

But perhaps my fondest memory on the water happened after sailing a charter to Panama. On our return to St. Thomas on a nearly windless night, the city lights were all on and we could hear



the steel band playing from the shore. It just doesn't get better than that, and I, too, have never regretted my decision to go to sea.

—Capt. Norman Dean

Capt. Dean: Who among us doesn't count boating memories as tops in life? When I recall the friends I've made over the years from shared experiences on boats, it affirms my belief that there is no better medium for bringing people together than time on the water. Maybe we should require world leaders to spend a week cruising together. Sorry about your pants.

—Kenny Wooton

A WEEK IN THE LIFE WELL SPENT



Andrew Parkinson's piece "7 Days in the 7th" (June 2015) was a wonderful and much-appreciated article on a tremendous service. The U.S. Coast Guard does so much for the yachting community, and the article did a great job of highlighting their service. Your readers might like to know that this year's Tribute to the Seventh Coast Guard District will be—for the first time—in Fort Lauderdale on November 19.

—Michael Moore

Thank you, sir, for the eye-opening insight into the lives of these brave men and women. My family has been on the water in the 7th District area since the early '60s. We were delighted to see the tireless folks who've kept us safe out there all those years get their due recognition.

—Chris Braddy



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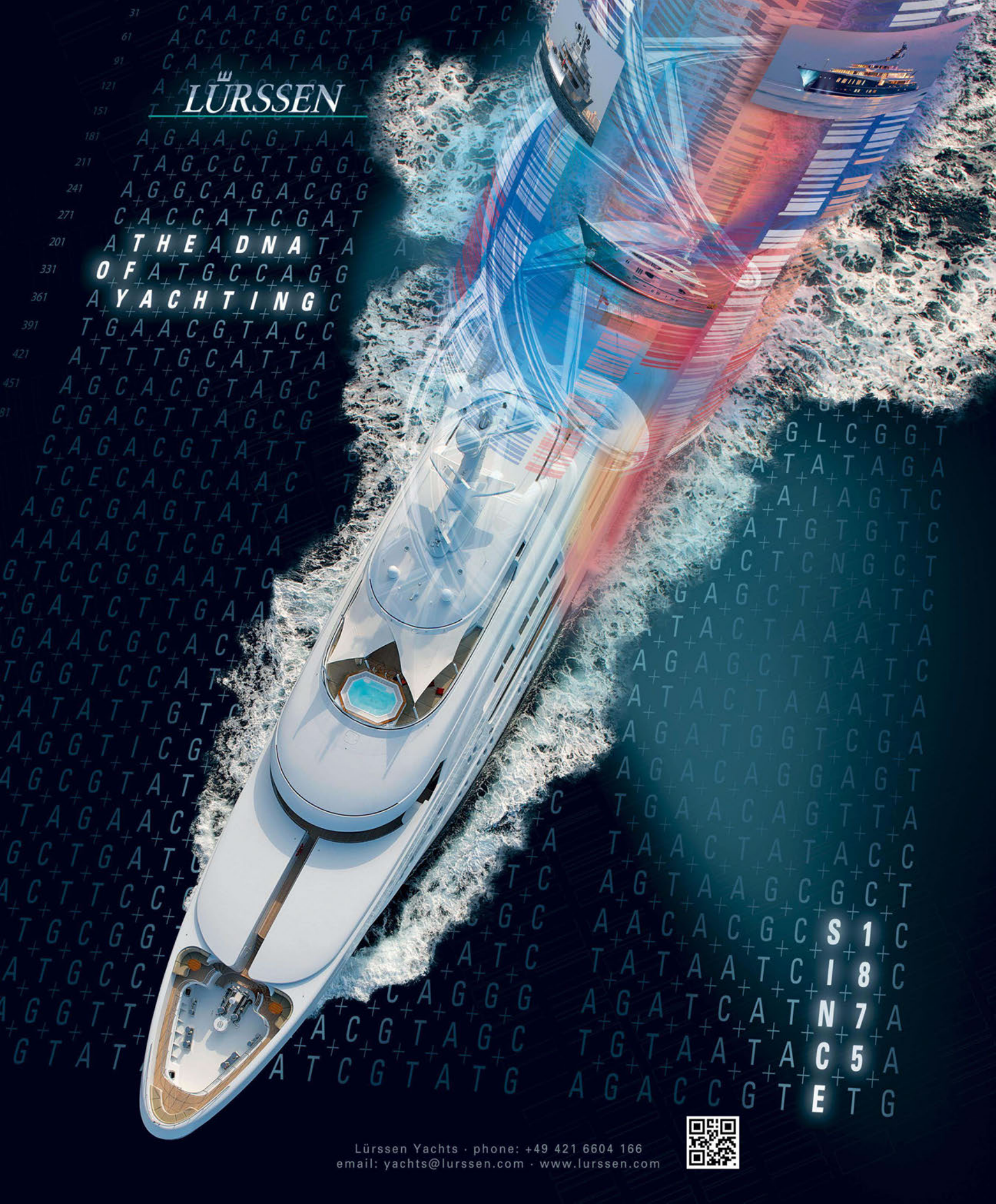
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ABOVE: Set before a stunning mountainous backdrop, the marina at Porto Montenegro offers slips up to 590 feet, state-of-the-art facilities and duty-free fuel.

Nestled in the UNESCO-protected Bay of Kotor on the Adriatic coast a short distance from Croatia, amid a stunning backdrop of mountainous landscape, Porto Montenegro is rapidly becoming the "it" charter destination, with one of the fastest-growing tourism economies in the world. Still a relatively undiscovered gem where Eastern Europe meets west, Montenegro's 183-mile coastline is beautiful unto itself, with countless uninhabited islands, secret coves and charming harbors alongside unique historical sites, and makes an idyllic launch pad for the Dalmatian Coast, Italy and Greece. The Illyrian tribe originally settled the region before it became part of the Roman Empire in 168 B.C. Since that time, it has seen the influence of the French, Ottomans, Austro-Hungarians and Venetians.

In partnership with Regent Hotels & Resorts and Mercedes-Benz, the superyacht marina at Porto Montenegro has 450 berths available for yachts from 40 feet to 590 feet (12 meters to 180 meters),



state-of-the-art facilities and duty-free fuel. Berths are available for short- or long-term lease. Porto Montenegro's marina village offers luxury amenities including a spa. Adjacent to the marina and inspired by the Italian Riviera, the Regent Pool Club Residences *(pictured at right)*—the latest addition to Porto Montenegro's residential collection—provide five-star hospitality and unobstructed sea and mountain views. *—Jill Bobrow*

For more information: +382 (0) 32 661 059, portomontenegro.com



IF YOU GO

The Bay of Kotor *(left)*, with stunning, steep mountains that pour straight into the sea, is a veritable fjord and the deepest natural bay in the Mediterranean. The history of Kotor traces back to an ancient time even prior to Homer. This walled city is built like a maze. While meandering through the streets, keep your bearings by spotting the imposing 12th century Cathedral of St. Tryphon. Several fine examples of medieval architecture can be found throughout the town, which also harbors a rich maritime museum.

The happenstance adventurer will find plenty to do, with rewarding hikes around town or perhaps up 2,293-foot Krstac mountain. Of course, there's always the option of river rafting the Tara River Canyon or paragliding off the nearby cliffs. Among thousands of islands along the Adriatic coast, two charming islands near Kotor are Gospa od Skrpjela ("Our Lady of the Rocks") and Sveti Djordje ("St. George")—both well worth exploring.

GETTING THERE

The closest airport to Porto Montenegro is Tivat Airport, approximately 5 miles from Kotor. Scheduled commercial flights arrive daily from London, Paris, Rome, Copenhagen, Belgrade and elsewhere. Private charter flights may also be arranged through ElJet. *(ellejet.com)*



IF YOU CHARTER

Charter yachts benefit from 0 percent VAT and are readily available with itineraries throughout the area basing out of Porto Montenegro. Here are just a few options you might explore for the Med charter season. For more information, contact the central agency listed below, or any charter broker.

Siren | 241' Nobiskrug, 2008/2013
Contact: 305 672 0150, burgessyachts.com

Mariu | 164' Codecasa, 2003
Contact: +377 93 30 54 44, edmiston.com

Andromeda la Dea | 154' Perini Navi, 1990/2006
Contact: 954 761 3237, churchillyachts.com

Lady Sara | 187' Trinity, 2012
Contact: 954 463 0600, fraseryachts.com

Dream | 197' Abeking & Rasmussen, 2001/2013
Contact: 954 522 3344, northropandjohnson.com

La Dea II | 160' Trinity, 2007/2014
Contact: +377 97 98 24 24, iyc.com

Aquavita | 164' Westport, 2009/2014
Contact: 954 522 2323, iyc.com

IS SHE FOR SALE, OR AIN'T SHE?

EXPERTS CLOSE TO THE ISSUE WEIGH IN ON THE PROBLEMS ENCOUNTERED WHEN OFFERING A FOREIGN-FLAG VESSEL FOR SALE IN U.S. WATERS—AND WHAT'S BEING DONE TO SOLVE THEM.

There is an antiquated law—originating in the late 1800s or early 1900s—that does not allow foreign-flag vessels cruising and listed for sale in U.S. waters to be viewed by or sold to U.S. residents while in U.S. waters, unless the boat is officially imported and the duty is paid on the appraised value. The law states:

"Pre-sale duty is assessed on an appraised value rather than on the actual selling price.

"Only U.S. residents are prohibited from viewing these boats while in U.S. waters.

"When a boat is sold to a non-U.S. resident or doesn't sell while in U.S. waters, duty is not due."

In effect, this is like listing your house for sale and paying the transactional document stamp taxes for an appraised value the day you offer it for sale instead of when it is sold. Jeff Erdmann, director of public affairs at the Florida Yacht Brokers Association (FYBA) and sales executive at Allied Marine/Ferretti Group, says recent industry efforts aim to countermand this law. Erdmann, who has traveled between Fort Lauderdale and Washington, D.C., during the past few years to garner steam for the cause, says FYBA is advocating a less restrictive cruising license, which would allow used foreign-flag vessels to be offered for sale to U.S. residents while cruising in U.S. waters.


Jeff Erdmann


Bob Denison

"Boat sales are the epicenter of Florida's $17.2 billion marine industry, and boat listings are the catalyst of sales," said Erdmann. "Encouraging foreign-flagged boats to come to the U.S. and allowing them to be offered for sale to U.S. residents while in U.S. waters will boost the marine industry and create much-needed, well-paying jobs at no cost to the government. It's a win-win. If the restrictions are lifted, there's a case to be made that there would be more money spent in the U.S. from those cruising here, and even more state and federal revenue."

Bob Denison, president of Denison Yacht Sales and a FYBA board member, naturally has a vested interest in the topic.

"At any given time, there are around 350 used boats with foreign flags on the market at a combined estimated value of over $2 billion that cannot be offered for sale to U.S. residents while here in U.S. waters," said Denison. "These yachts can be listed for sale, but can only be viewed by potential buyers that are not U.S. residents. Imagine having your house for sale, but not being allowed to sell it to an American."

In 2011, after much colloquy, a group of marine industry professionals engaged an international law and customs attorney to determine how to change the language of the law in a way that would not produce unintended consequences. Nearly 80 U.S. manufacturers, trade associations, brokerages and suppliers, including the National Marine Manufacturers Association, BoatUS and Show Management, have given their support to the idea of deferred importation.

The law represents an inequity on an international scale. While the United States has a treaty with our "most favored nations," we remain the only country that does not reciprocate in kind. FYBA is recommending that importation and payment of duty for used foreign-flag boats be deferred—that it be paid the day a boat is sold rather than the day it is offered for sale. *—Jill Bobrow*

1ST CHEOY LEE GLOBAL 104 UNDER CONSTRUCTION

B.Y. Lo, co-owner and vice president of Cheoy Lee Shipyards, is amped about the "exceptionally strong, fast and efficient" Global 104 his company has in build. He credits the boat's expected feathery displacement in large part to Cheoy Lee's expertise in building strong but light interiors—particularly cabinetry—a skill that he described to us as "unrivaled." Those skills should be on full display in the boat's salon, which we look forward to seeing when she launches later this year.



For more information: 954 527 0999, cheoylee.com



In tune with the James Bond theme, Ocean Alexander rendezvous guests channeled their inner Bond for the Saturday night dinner at Nobu.

OCEAN ALEXANDER OWNER RENDEZVOUS HEADS EAST

For the first time since 2008, Ocean Alexander returned to the East Coast for its annual rendezvous weekend, held this year at Atlantis Paradise Island in the Bahamas. Conceived to bring Ocean Alexander owners together in the spirit of camaraderie, the event included more than 50 guests on seven yachts, all treated to activities such as swimming with dolphins, spa treatments, yachting seminars and fine dining. "Ocean Alexander is known for its rendezvous in the Pacific Northwest, and we were long overdue to bring that same privilege to our yacht owners on the East Coast," said Richard Allender, director of U.S. operations. "I know that some of our owners became great friends over the weekend, and that's our ultimate goal—to complement a superior product with the lifestyle components that our owners enjoy and expect while yachting." (For photos, go to facebook.com/oayachts)

For more information: 800 940 3554, oceanalexander.com



Ocean Alexander's 72- and 85-foot models off Paradise Island.

OCEANCO AND VITTERS SHIPYARD LAUNCH PROJECT 85



Oceanco and Vitters Shipyard have launched a 279-foot (85-meter) sailing yacht. A collaboration between the two builders, Project 85 was devised to combine performance, state-of-the-art technology and volume in a package that the builders claim is as easy to handle as a significantly smaller vessel. With naval architecture by Tripp Design and interior design by Dölker + Voges, Project 85 introduces a unique steering system, which translates hydrodynamic forces on the rudder blades directly to the steering wheels, giving the helmsman a better "feel" for the yacht's attitude.

For more information: +31 78 699 5399, oceancoyacht.com; +31 38 386 7145, vitters.com

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KEEP CALM AND CARRY ON

Hit the deck running at your next port o' call with these summer essentials.



Thanks to celebs like David Beckham and Kanye West, it's become fashion-legal for a grown man to wear a tote—and in some cases, a man-purse (or "murse")—to accommodate everything modern society demands he lug around on a daily basis, from laptops to spare skivvies. Hey, we won't judge. While totes for men come in all shapes and sizes, none makes that bold, manly statement we all aspire to better than the **Coach Archival Twill Day Bag** by Alabama-based designer Billy Reid. Assuming a Southern approach to contemporary American luxury, the bag is pieced and stitched by hand from heirloom archival fabric introduced by Coach in the '70s. Accented with brass hardware and trimmed in matte alligator, this one doubles as a weekend travel bag or a high-end office bag.

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coach.com, billyreid.com



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By Jill Bobrow



A BIG, BRIGHT TOMORROW

In the Year of the Sheep, nothing is sheepish about Pride Mega Yachts' mega project.

Construction on 357-foot (108-meter) Project Tomorrow will commence this year. The builder is Pride Mega Yachts, a division of CIMC Raffles based on China's Yantai Peninsula in the Bohai Gulf. Since re-launching its brand at the 2013 Monaco Yacht Show, the yard has invested more than $3 million in its facilities, including a 52,000-square-foot space that includes new sheds, offices, workshops and stores.

Project Tomorrow was introduced at the 2014 Monaco Yacht Show. With exterior and interior design by Sinot Exclusive Yacht Design and naval architecture by Azure Yacht Design & Naval Architecture, she promises to be a true conversation piece. At 4,800 gross tons, she will yield an incredible volume.

The overall design—signature Sander Sinot—is modern and contemporary. The interior's focal point is a nautilus-shell-shaped staircase connecting all decks except the sundeck. Curved floor-to-ceiling glass on the top three decks of the superstructure provides unobstructed views, and sliding glass doors allow for easy traffic flow inside and out. Bleached walnut paneling enhances the interior's brightness. According to the designer, the interior aesthetics are meant to foster a close relationship with the exterior decks for a seamless look and feel.

Owners can choose accommodations plans for 19 to 26 guests in six to eight cabins, with two to four VIP staterooms. The owner's suite is on a private deck with floor-to-ceiling windows and a circular skylight flooding the stateroom with natural light. The owner's aft-deck lounge sports a dome in the ceiling.

Outside on the main deck is a circular pool with recessed seating. The aft deck has a swim platform with ingress to the beach club.

Twin MTU 16V 4000 M73s are expected to generate a 14-knot cruising speed. Top end is 18 knots, and range is 5,000 nautical miles.

For more information: +86 535 6517350, pridemegayachts.com



LOA: 356ft. 9in. (108.8m)
BEAM: 53ft. 4in. (16.3m)
DRAFT: 13ft. 7in. (4.2m)
GROSS TONNAGE: 4,800
CONSTRUCTION: steel and aluminum
ENGINES: 2 x MTU 16V 4000 M73, 2 x 600kW E-motors
SPEED (max./cruising): 18 knots/14 knots
RANGE: 5,000 nm
FUEL: 87,177 gal. (330,000L)
WATER: 23,775 gal. (90,000L)

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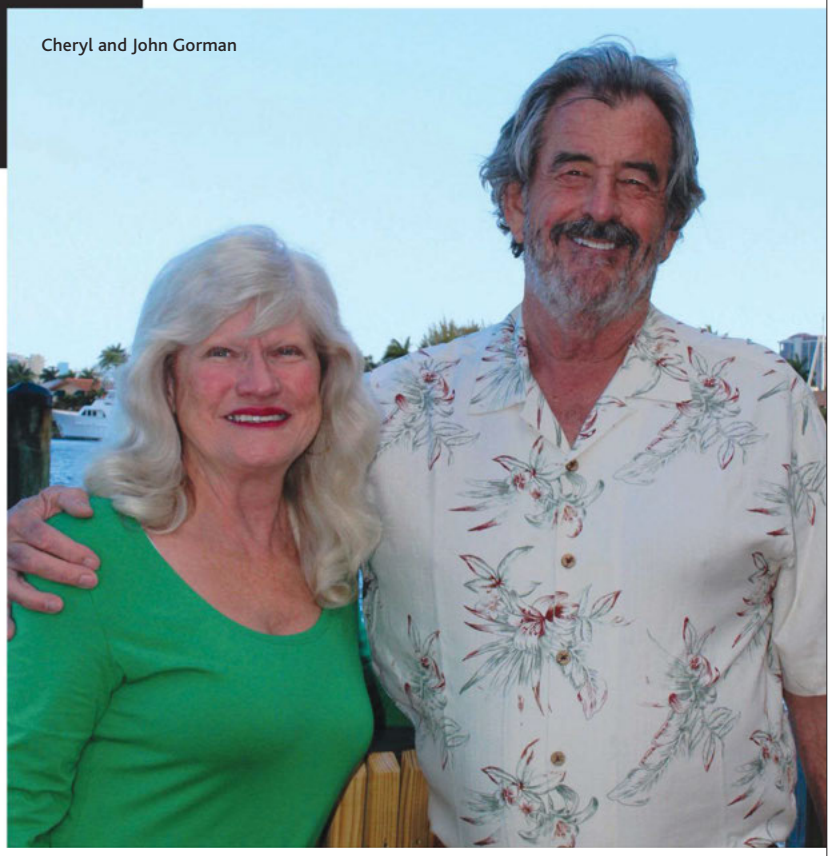


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Cheryl and John Gorman

John and Cheryl Gorman

A couple passionate about sportfishing have fun and bring their fleet to Panama for charter.

BY JILL BOBROW

John Gorman, with his unkempt salt-and-pepper hair and beard, bushy eyebrows and Hawaiian shirt, looks the part of the true bluewater fisherman he is. His wife, Cheryl, his high school sweetheart, is a soft-spoken natural beauty who also knows how to reel in a big one. Gorman has a 66-foot Buddy Davis-designed sportfishing boat called *Cherin III,* a 37-foot Strike Walk Around fishing boat called *Ain't Ms B Haven* and a 98-foot Knight & Carver custom trideck motoryacht called *Ms B Haven*. He recently figured out a way to enjoy his boats with his family in a spectacular setting—Panama— and, at the same time, offer them for charter.

Gorman got the bug for boating early on. Born in Brooklyn, he grew up boating in the Oyster Bay area of Long Island, He has worked his way up to bigger and bigger boats. Founder of Florida Transportation Services in 1982 and Texas Terminals in 1995, Gorman has built a successful stevedoring business and figures he's earned his leisure time aboard his boats.

WHAT ARE YOUR EARLY MEMORIES OF BOATING?

John Gorman My father had small sailboats: a Long Islander then a Lightning. For my 13th birthday, I remember all I wanted were clamming tongs, which I got.

BESIDES CLAMMING IN THE BAY, DID YOU GET OUT ON TOP OF THE WATER?

John Gorman I was 17 years old when I started dating Cheryl, who was 16. In order to win her heart, I got a little speedboat so I could teach her to water ski and to fish.

HOW LONG HAVE YOU TWO BEEN TOGETHER?

Cheryl Gorman If you count dating, it has been 53 years including 48 years of marriage. When we first started out we were very young and very poor.

DID YOU STAY IN LONG ISLAND OR SEEK YOUR FORTUNE ELSEWHERE?

John Gorman We moved to Fort Lauderdale in 1969. Our son, John Gorman III, was born in New York, but we moved when he was very young. Our daughter, Erin, is a true born and bred Floridian. We are all Floridians now and enjoy the lifestyle.

NATURALLY, FLORIDA IS CONDUCIVE TO BOATING. WANT TO WALK ME THROUGH SOME OF THE BOATS YOU HAVE HAD?

John Gorman When we first moved to Florida, I partnered with a friend on a runabout and eventually purchased it from him when he moved away. Next I moved up to a cuddy-cabin boat. As my business became more and more successful, I purchased a series of sportfishing boats: a 43-foot Egg Harbor, then various

PHOTO COURTESY OF THE GORMANS

Bertrams from 50 to 54 feet. I now have a 66-foot Buddy Davis sportfisherman, a 98-foot trideck motoryacht and a 37-foot Strike fishing boat, which is more or less a tender to my big boat.

WHAT ARE YOUR FAVORITE CRUISING GROUNDS?

John Gorman For a period of about 10 years, we spent at least three months a year in the Bahamas, first based out of Marsh Harbour in the Abacos, then at Valentines on Harbour Island. Seeking a new frontier, I started shipping my fishing boats to Venezuela, which was easy for me given my business. I used to fly down on Thursdays and fly home on Sundays.

VENEZUELA SOUNDS EXOTIC. DO ANY ADVENTURES THERE STAND OUT?

John Gorman Venezuela has spectacular billfishing. One fishing trip, I was on my 54-foot Bertram about 10 miles offshore and we had a major fire on board. I believe it was caused by a dry turbo. I was with my captain and two other guys. We radioed for help and all made it safely aboard our dinghy. We were rescued by a fishing boat. No one was hurt; only my pride as I saw my boat go down.

CHERYL, DO YOU HAVE ANY WILD FISH STORIES?

Cheryl Gorman Once off Venezuela, my girlfriend and I caught a white marlin and a sailfish at the same time. We had them about 50 feet astern when a mako shark jumped out of the glassy calm water and literally snatched the white marlin right off my friend's line.

WHY DID YOU TRADE THE WATERS OFF VENEZUELA FOR PANAMA?

John Gorman The political situation in Venezuela got to be tricky, so we moved back to the Bahamas for a while. We then explored Panama. The government is stable, they use the U.S. dollar and the people are very friendly. Plus, the surrounding islands and the waters are beautiful, and the fishing is great.

SOME HIGHLIGHTS FROM PANAMA?

John Gorman One day I was fishing off the Darién Gap, at least 120 miles from the nearest road, and I saw a three-toed sloth swimming across the bay. That bay is pretty wide, and I never thought of a sloth as a sea creature.

HOW DID THE IDEA OF CHARTERING IN PANAMA EMERGE?

John Gorman I have known charter agent Jennifer Saia for more than 20 years. We are both members of the Lauderdale Yacht Club, and when Cheryl and I decided to spend more time in Panama, Jennifer helped us be among the first to set up a charter business there.

IN ADDITION TO THREE-TOED SLOTHS, WHAT CAN ONE EXPECT IN PANAMA?

John Gorman There are several archipelagos there. On the Atlantic side there is the Bocas del Toro area. Lying off the north coast and east of the Panama Canal there are the amazing San Blas Islands. Not far from Panama City on the Pacific side are the amazing Pearl Islands. Off the Pacific coast there is Coiba National Park—plenty of diversity for everyone.





TOP: *Ms B Haven* is a five-stateroom, 98-foot Knight & Carver trideck. **ABOVE:** Buddy Davis sportfisherman *Cherin III* derives her name from three family members: Cheryl, Erin and John Gorman III.

TIM ROWLEY

WHEN YOU BOUGHT YOUR MOTORYACHT, DID YOU FIT HER OUT SPECIFICALLY FOR CHARTER?

John Gorman We updated the soft furnishings, but the only structural change was the addition of a dance pole on the top deck.

SERIOUSLY—POLE DANCING?

John Gorman What happens on the pole stays on the pole.

For more information: 401 619 1210, bnbyachtcharters.com

BY DIANE M. BYRNE



On Board with IMAX

Yacht entertainment systems may soon see a big, bold upgrade.

ABOVE: In addition to standard media entertainment presented through IMAX technology, yacht cinemas of the future will feature live video feeds of fish and other underwater life outside the yacht.

Among the hottest trends in home-entertainment today is 4K TV, which has four times higher image resolution than high-definition television. Marry that to the private cinema experience being regularly installed on board superyachts, and "blockbuster" takes on a whole new meaning. Now imagine the setup employing IMAX technology. It could become reality in a few years, if the client who tapped Ken Freivokh Design for a 492-footer (150-meter) signs a contract with a builder, and it would no doubt leave the door open to more installations just like it.

Freivokh's is reportedly the first yachting design firm to be incorporating IMAX. Yacht Intelligence, which specializes in onboard cinemas with high-end audio and lighting, brought the possibility to his attention. It has been collaborating with IMAX Corporation to adapt IMAX to yachting, and together they wanted a designer to, as Yacht Intelligence puts it, "take the concept to the next level." Since Yacht Intelligence had a good relationship with Freivokh, he seemed a natural fit.

Freivokh was already working on the above-mentioned 492-footer for a client who, fortunately, welcomes creative suggestions. "We strive to be innovative," Freivokh said. "We work to evoke an exclusive feeling by developing uncommon spaces that are fundamentally spectacular. The first IMAX cinema on a yacht will be just that."

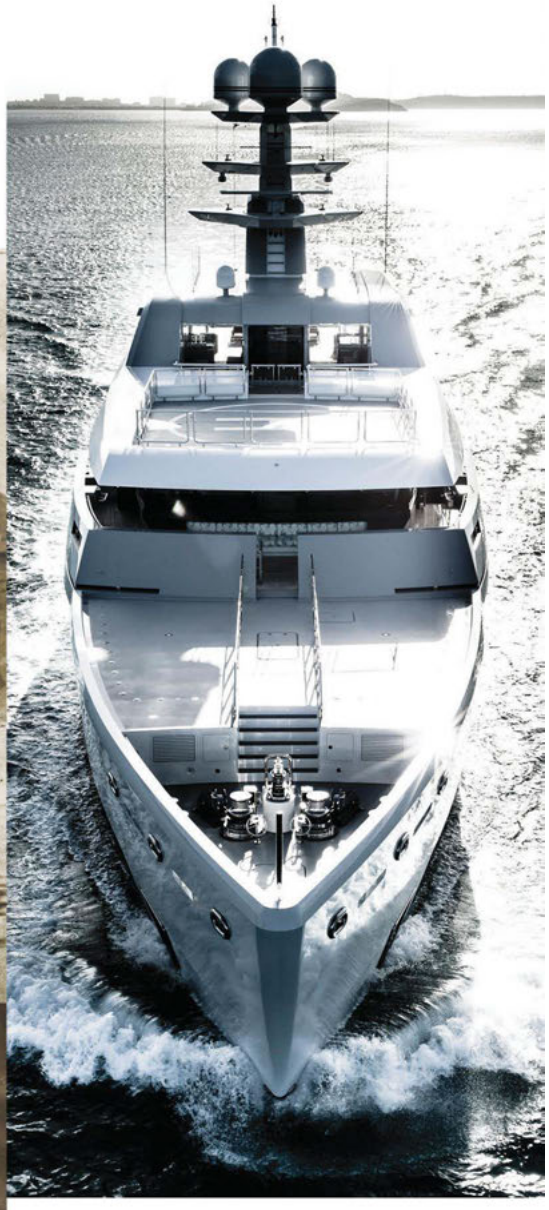
The cinema will feature the IMAX Private Theatre system, created for high-end homes. It uses a 20-foot-wide screen to display dual (both 2-D and 3-D) imagery. Each system further has an image enhancer—a camera that reads the images on the screen and then sends them back to the projector for real-time clarity adjustments. IMAX additionally uses a dual 4K projection system to deliver the sharp visuals.

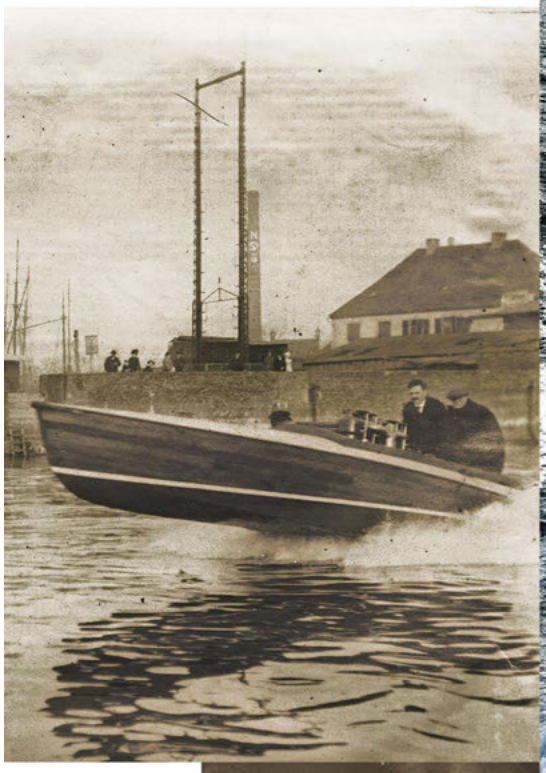
Of course, superyachts present challenges that homes don't. There's the spatial restriction of a hull shape, plus tanks and overall stowage for other needs. That's why Alan Bernardi, director of Yacht Intelligence, believes that IMAX Private Theatres best suit yachts of 328 feet (100 meters) plus and should be incorporated into designs early for best results. "Everything needs to be considered in the design and build, from the technology itself to the usability of the yacht and even which furnishings provide optimum

YACHT INTELLIGENCE/KEN FREIVOKH

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CLOCKWISE FROM ABOVE

Otto Lürssen puts the record-setting Lürssen-Daimler speedboat through its paces; The company launched the 66m *Ester III* last year; Company founder Friedrich Lürssen.

On June 27th of this year, Lürssen celebrated its 140th anniversary. The family owned and operated shipbuilder Lürssen looks back on 140 years of creating customized yachts of truly outstanding excellence. But with this remarkable milestone comes also a reason to look forward, as their seven state-of-the-art shipyards in northern Germany continue to set new standards in technology, design and luxury.

Lürssen's connection to shipbuilding is as deep-rooted and individual as only family bonds can be. After four generations and 140 years of cultivating the most refined skills and advanced technologies, the shipbuilding family can look back on a number of remarkable achievements; among those, the world's first boat propelled by an internal combustion engine, which launched nearly 130 years ago. The motorboat, *Rems*, equipped with a 0.462-liter, 1.5 hp Daimler engine, was unveiled to a group of specially invited guests on the Waldsee lake in southern Germany in October 1886.

This pioneering vessel marked the beginning of a blossoming motorboat market—and Lürssen's rise to market leadership. But it was founder Friedrich Lürssen's son, Otto, who achieved the next milestone: *Lürssen-Daimler*, with an 8-meter wooden hull and 102 hp gasoline engine, won the 1911 Champion of the Sea race in Monaco with Otto Lürssen at the helm. After setting a new world speed record, the Lürssen-Daimler went on to win the Prix de la Cote d'Azur and the Grand Prix des Nations in the same year.

The spirit of innovation and nautical excellence that made these achievements possible continues to this day in every yacht Lürssen builds. And as Otto Lürssen would agree, speed isn't everything. "We at Lürssen build ships for our clients," said Managing Director Peter Lürssen, putting the family's deep commitment to the art of the custom-built yacht in a nutshell.

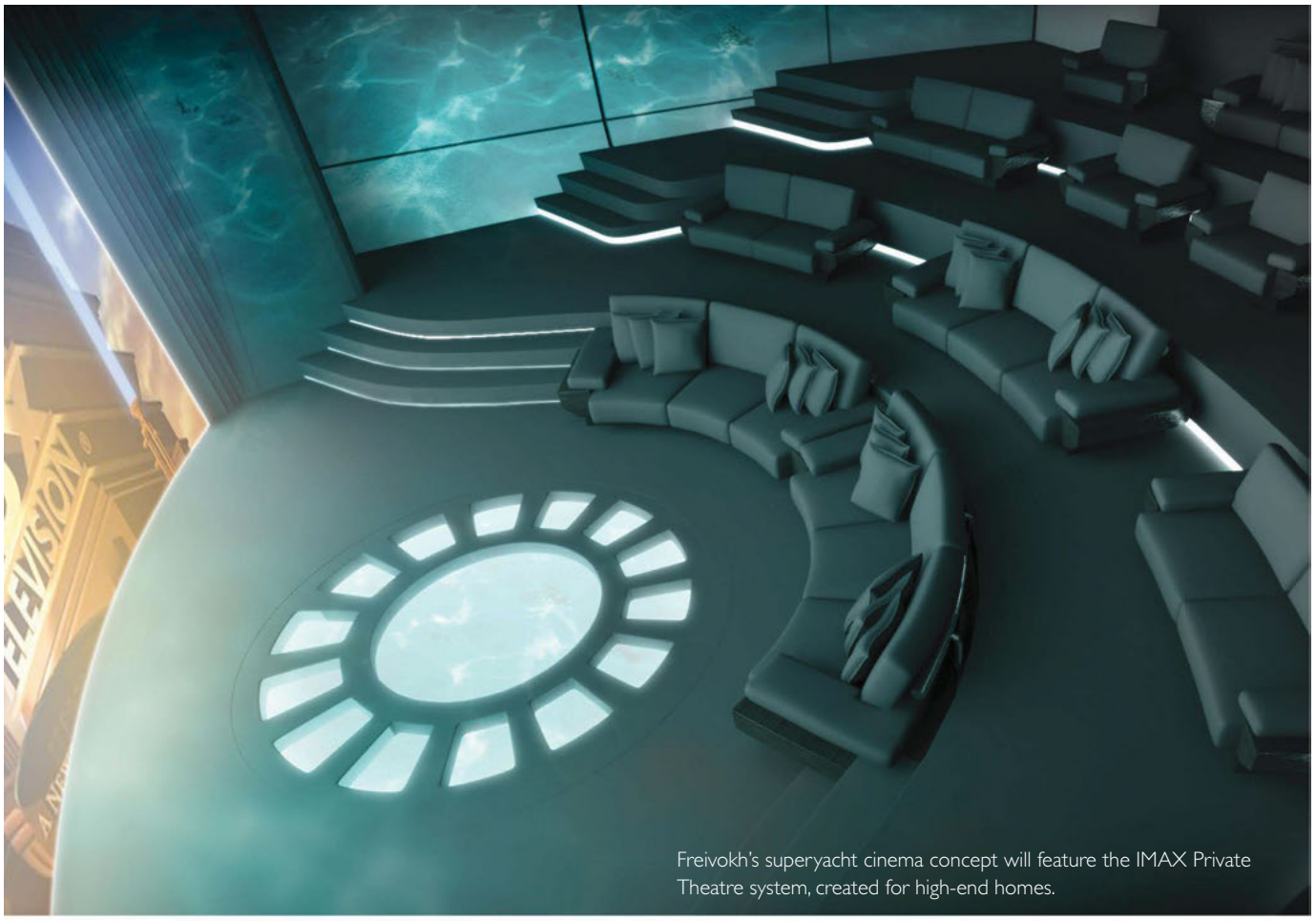
Nowhere is this commitment more apparent than in Lürssen's most recent major achievement, the completion of the world's largest yacht, *Azzam*, in 2013. The 180-meter vessel is extraordinary, not only due to her length, but also due to her exceptional speed of 30 knots and record build time of just three years.

The names of the yachts like *Izanami, Limitless, Carinthia, Pelorus, Octopus, Rising Sun, Ice, Eos, Dilbar, Topaz* and *Azzam* stand for taste, perfection, purity, grace, dignity, beauty and character. World-famous architects and designers such as Lord Norman Foster, Jon Bannenberg, Alberto Pinto, Tim Heywood, Andrew Winch, Terry Disdale, Reymond Langton Design and Espen Oeino are behind the multi-award-winning designs. Not only the yachts, but all ships from Lürssen have become synonyms for complete aesthetics of form, unique quality and fully-developed high technology.

Today, 25 of the Top 100 yachts have been built by Lürssen (8 of the Top 20). The founder's dream to become one of the leading shipbuilders is still present in the spirit of Lürssen and all the people who work there, five generations later.

CONTACT

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Freivokh's superyacht cinema concept will feature the IMAX Private Theatre system, created for high-end homes.

acoustic performance," he says.

Then there's the enormous size of an IMAX movie file, upwards of 60 gigabytes (GB). Yacht Intelligence says most superyacht clients have a 10- to 20-Mbps bandwidth, so a 60-GB flick will take four hours to download. Yacht Intelligence has dealt with similar download problems and believes varying bandwidth speed is the best solution. In other words, at nighttime (read: low-use periods) speed increases, while during daytime (high-use periods) it decreases. When the yacht is far offshore, initiating downloads overnight and via a VSAT should help.

Given the advanced technology, the 492-footer's cinema has a special name, the "Nemo Room." It will display live video feeds of fish and other underwater life from around the yacht on the video screen and even walls. The owner and guests will enter the room through sliding walls, not doors, for seamless immersion. Gaming and regular movies are also in the mix, and video conferencing will be possible, too, though it'll surely be more fun to see the timbers of an old sunken ship than a board of directors in big, bold definition.

For more information: yacht-intelligence.com, freivokh.com

TOP 10 BOAT MOVIES

You won't find them anywhere in the credits, but boats have held leading roles on the silver screen for decades. Here are our editors' picks for the 10 best boat movies of all time.
(Disagree? Sound off at facebook.com/yachtsinternational)

1. **Master and Commander** *(2003, Twentieth Century Fox)*
2. **Captain Ron** *(1992, Touchstone Pictures)*
3. **The Perfect Storm** *(2000, Warner Bros.)*
4. **Dead Calm** *(1989, Kennedy Miller Productions/Warner Bros.)*
5. **The Hunt for Red October** *(1990, Paramount Pictures)*
6. **Wind** *(1992, American Zoetrope)*
7. **All is Lost** *(2013, Before the Door Pictures)*
8. **The African Queen** *(1951, Romulus Films/Horizon Pictures)*
9. **Midway** *(1976, The Mirisch Corporation/Universal Pictures)*
10. **Jaws** *(1975, Zanuck-Brown Productions/Universal Pictures)*

Watch your favorite clips and trailers of these movies at **yachtsinternational.com** or by scanning the QR code.

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BY DUDLEY DAWSON



Wurlitzers of the Waves

Today's yacht owners aren't the first to gild the lily with light.

Herbert L. Pratt, head of Standard Oil in the Roaring Twenties, owned a magnificent country estate, The Braes, on Long Island Sound. The property eventually became the campus of Webb Institute of Naval Architecture. The imposing mansion has appeared in a number of Hollywood productions, notably serving as Wayne Manor, Batman's home, in two movies and a TV pilot. Life-size bronze tigers flank the entrance. They are not movie props.

During my time at Webb, Bob Kramer, a classmate who was apparently bored out of his skull, examined the statuary and noticed that one of the tigers was probably female, but the other was unmistakably male. Seeking to highlight that fact for the unenlightened, he spent a good part of one night with a can of Brasso metal polish in hand. The results were spectacular. No one within a quarter mile could miss the polished privates, against a background of green patina, when the sun rose the next morning.

Now, "the eye of the tiger" is a phrase meaning that one is focused on becoming the best. Albeit bronze rather than brass, Kramer's tiger tidbits bring to mind a different two-word euphemism that denotes one *is* the best and has no reservations about flaunting his status as the alpha male.

I think of Kramer and his Brasso every time I see a superyacht that goes above and beyond to distinguish itself from the others, sometimes by being a foot or two longer, sometimes with a prominent display of questionable taste, sometimes both. My first brush with this was *Time*, a 126-foot motoryacht built by Palmer Johnson in 1987. Designer Tom Fexas had given her a single extra foot to surpass the 125-foot Burger *Arara III*, designed by my colleagues at Jack Hargrave's studio a few years earlier. She displaced *Arara* as the longest American-built aluminum yacht and then, as an added slap, Fexas specified clear Lucite handrails that glowed blue at night, giving *Time* the appearance of a giant jukebox, a Wurlitzer of the waves.

Little has changed in the intervening decades other than the scope of the excess. Between the oil oligarchs and the tech billionaires, overall lengths have jumped by a factor of four, now exceeding 500 feet, but the blue glow remains. Today, underwater lights enable yachts to float on luminous clouds. The lights dance in sync with blaring music, and a rainbow of colors can take the place of simple blue to complete the Wurlitzer effect.

William Shakespeare, in *King John*, wrote, "To gild refined gold, to paint the lily, to throw a perfume on the violet, to smooth the ice, or add another hue unto the rainbow, or with taper-light to seek the beauteous eye of heaven to garnish, is wasteful and ridiculous excess." I'm in ol' Bill's camp, but judging by the number of light suppliers and happy owners, we are on the losing side of that debate. It's not the first time.

Hargrave once took me to task for bringing logic into a discussion with a design client. As he pointed out, there is no logic when it comes to yachts, their overall size, their distinguishing features, indeed their existence. There is no right or wrong; only what the client wants, and aren't we all fortunate that's the way it is? Where else can such freedom of expression find an unfettered outlet?

The future of Brasso, in whatever form, remains bright.

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In true Pershing style, the striking 70 looks like a lean, mean machine and handles like a fighter jet.



GRACE

The Pershing 70 hits the marks on performance, aesthetics and cruising comfort.

BY ALAN HARPER

Get more yacht reviews like this sent straight to your inbox. Scan the QR code to sign up for our e-newsletter, or visit yachtsinternational.com

Ever heard of the Lockheed Lancer? Thought not. How about the Republic Rainbow? Grumman Super Tiger, anyone? All these great-looking aircraft had one thing in common: They never quite made it, because it's not enough to look good. You also need to deliver on form and function—you need to have beauty *and* brains. That's a concept Pershing Yachts has embraced in its more than 30 years of building yachts, and with the new Pershing 70.

While nothing is more fundamental to a performance yacht than performance, the practicalities of cruising life are just as important. The Pershing 70's twin 1,623-horsepower MTUs and straight-line speed of more than 46 knots are only part of the story. Light on the helm and perfectly poised underway, the 70's handling inspires confidence, tracking precisely in the hardest turns while heeling like a runaway car on Big Thunder Mountain Railroad.

The 70 also exhibits the latest in performance thinking, with Italian-made Top System 85P surface drives and an automatic trim system controlling the drives and flaps—and removing all the guesswork, whether you're easing the yacht onto plane or trying to run at the most efficient cruising speed. Pershing began fitting the automatic trim system after learning that some captains weren't achieving the figures that test crews recorded, because subtle changes in drive trim can have a disproportionate effect on speed and fuel efficiency with surface drives. The software is calibrated to maintain engine load at an optimum 80 percent, raising and lowering the drives according to water density. During our sea trial, even in turns, the inner drive raised and the outer one lowered much faster and more accurately than most humans could manage. A NaviOP display keeps you informed on the positions of drive legs and trim tabs, while two green lights indicate when the engines are operating at the requisite load.

Like all Pershings, the 70 is designed to reward the skipper, and clever innovations add to the fun of taking the helm. But she is also a cruising yacht, offered with two- or three-cabin layouts. In both layouts, a small, practical galley is below to starboard, keeping the deck salon unencumbered. The master suite is amidships with big hull windows and a cool, cantilevered berth, while the VIP in the bow can only seem modest by comparison. The twin-berth third cabin on our test boat was a reasonable size and had plenty of stowage, although opting for the lower salon in its place would add a luxurious sense of space to the lower accommodations area.

Folding tables designed in-house at Pershing are a nice addition to the salon and cockpit, and an external handrail along each side of the superstructure is so cleverly incorporated into the design you might not realize it's there. The descending glass cockpit bulkhead, too, is something of a Pershing trademark, cleverly and seamlessly joining the main deck spaces. Huge windows and a large opening sunroof help to create a salon with vast amounts of natural light.

The interior décor is similarly characteristic of the shipyard's style, with beautifully executed detailing, plenty of chrome and leather, and reflective surfaces used intelligently to maximize the sense of internal volume.

And somehow, there's still more. Distinctive "wings" that wrap

BELOW: The 70's interior reflects the brand's elegant, contemporary style all the way, with seamlessly joined deck spaces, huge windows permitting vast amounts of natural light, plenty of chrome and leather, and a voluminous feel, which is enhanced via well-placed reflective surfaces.





ABOVE: The master suite amidships gets the lion's share of space belowdecks. **BELOW:** The garage ramp lowers to aid tender handling, as does the cockpit bulkhead (opposite), to open up the main deck.



around the sides of the cockpit look like a design indulgence, but they add privacy and security to the aft areas as well as funnel wind past the cockpit when underway, canceling out the "station wagon effect" that sucks spray back on board and covers everything with a dusting of salt. Whether this was the intention when these swooping forms took shape on the drawing board, Pershing isn't saying, but they look great and they work, and that combination typifies the Pershing approach.

As we returned to port from our test run, I ran a finger across perfectly dry and salt-free cockpit cushions. The moment only reaffirmed the conclusion I had already drawn: This is a yacht with beauty *and* brains.

For more information: 954 462 5527, pershing-yacht.com



RPM	*KNOTS*	*GPH*	*RANGE*	*dB(A)*
600	6.5	10.6	510	61
1550	21.4	78.2	228	73
1830	26.8	101.4	220	76
2000	36.2	125.7	240	73
2200	40.5	141.1	239	76
2450	46.1	162.7	236	77

TEST CONDITIONS: Air temperature 77°F; sea temperature 73°F; humidity 55%; air pressure 1022mb; seas: 1ft.; wind: 5-7 knots; load: 550 gal. fuel, 220 gal. water, 12 persons, 1,000 lbs. gear. *Speeds are two-way averages measured w/Raymarine GPS display. GPH taken via Volvo display. Range is 90 percent of advertised fuel capacity. Decibels measured at helm in dB(A). 65 dB(A) is the level of normal conversation.*

LOA: 70ft. 4in. (21.44m)
BEAM: 16ft. 5in. (5m)
DRAFT: 4ft. 5in. (1.35m)
CONSTRUCTION: fiberglass
DISPLACEMENT: 52 tons (full load)
ENGINES: 2 x 1,623-hp MTU 10V 2000 M94
SPEED (max/cruising): 46.1/36 knots
FUEL: 925 gal. (3,500L)
WATER: 238 gal. (900L)
GENERATORS: 1 x 17kW Kohler
PRICE: on request



THE WORLD'S 100 LARGEST YACHTS

THE TOP SLOT REMAINS UNCHANGED, BUT THE 10 LARGEST YACHTS LAUNCHED IN THE PAST YEAR INDICATE UPWARD MOBILITY IN THE FLEET.

While Lürssen's Azzam *retains her distinction as the world's largest yacht, an examination of the 10 largest yachts launched in the past year suggests the fleet is bulging at the upper end. For instance, Oceanco's 300-foot (91.5-meter)* Equanimity*—the largest new launch on last year's list—would have missed the cut entirely this year, with 303-foot (92.5-meter) Feadship* Royal Romance *rounding out this year's list at number 10. The view from the top keeps getting better. Enjoy the read.* —THE EDITORS



591-foot (180-meter) Lürssen *Azzam* continues to hold the number one spot in the Top 100.

KLAUS JORDAN/LÜRSSEN

NO.	NAME	FT	M	YEAR	BUILDER
1	Azzam	591	180	2013	Lürssen
2	Eclipse	533	162.5	2010	Blohm + Voss
3	Dubai	532	162	2006	Platinum
4	Al Said	509	155	2008	Lürssen
(T)5	Topaz	482	147	2012	Lürssen
(T)5	Prince Abdulaziz	482	147	1984	Helsingor Vaerft
7	El Horriya	478	145.72	1865	Samuda Bros.
8	Yas	463	141	2014	ADM
(T)9	Ocean Victory	459	140	2014	Fincantieri
(T)9	White Pearl	459	140	2015	Nobiskrug
11	Al Salamah	456	139	1999	Lürssen
12	Rising Sun	454	138.4	2004	Lürssen
13	Serene	439	133.9	2011	Fincantieri
14	Al Mirqab	436	133	2008	Kusch
15	Octopus	414	126.2	2003	Lürssen
16	Maryah	410	125	2015	Elefsis
17	Katara	408	124.4	2010	Lürssen
18	Savarona	408	124.28	1931	Blohm + Voss
19	Project Tatiana	404	123.2	2015	Lürssen

Red font indicates vessel is one of the 10 largest launches of the past year. (May 2014 to May 2015)

WHAT YOU SHOULD KNOW ABOUT WHAT YOU'RE NOT *SUPPOSED TO KNOW*

Owing to many owners' desire for privacy, it has become increasingly challenging for the public to gain access to superyachts, especially when a yacht is new. More and more builders are required to sign non-disclosure agreements that cover everything from the exact length of the boat to accommodation plans, design descriptions and even the name of the boat. The woodworker who decides to snap a photo of his handiwork and upload it to Facebook would be in serious jeopardy of losing his job. As we pieced together our list of the 10 largest yachts launched in the past year, some builders and designers remained circumspect about the information they were allowed to share.



(T)**9**/100 > (T) LARGEST LAUNCHED IN THE PAST YEAR

(T)9 | *Ocean Victory* | 459ft. 4in. (140m) | Fincantieri | Italy
With exterior styling and engineering by Espen Øino and interior design by Alberto Pinto Design and Laura Sessa, *Ocean Victory* has seven decks with six pools of various sizes up to 26 feet in length. She is the largest yacht ever built in Italy. Amenities include a helipad and hangar, a movie theater, a beauty salon, an observation lounge and an internal floating seawater dock to accommodate a 46-foot tender. Built to SOLAS and Lloyds Register classification rules, she is fitted with zero-speed stabilizers and can reach a top speed of 19.6 knots. "[For] *Ocean Victory*, we put ourselves to the test every day from all points of view," said Fincantieri CEO Giuseppe Bono. With nearly 460 feet of length to account for, we're not surprised.

For more information: fincantieri.it

(T)**9**/100 > (T) LARGEST LAUNCHED IN THE PAST YEAR

Project White Pearl | 459ft. 4in. (140m) | Nobiskrug | Germany
White Pearl is the project name for Nobiskrug's build number 787. At time of press, confidentiality agreements limited what the builder could reveal, but Holger Kahl, managing director of Nobiskrug, remarked, "A launching is the most symbolic milestone of any superyacht's construction, and we are just steps away from welcoming project White Pearl to our fleet of superyachts for the [next] century." The project has been progressing for several years under a cloak of privacy, although recent photos show the yacht in the water at the yard. According to a Nobiskrug representative, the commissioning process and final fit-out are in progress, to be followed by sea trials.

For more information: nobiskrug.com

19/100 > 4th LARGEST LAUNCHED IN THE PAST YEAR

Project Tatiana | 404 (123.2m) | Lürssen | Germany
Details are still emerging on Lürssen's recently launched Project Tatiana, whose official name is yet to be revealed. Her exterior design is by Martin Francis with Newman Stacey Design. Project Tatiana is Francis' first collaboration with Lürssen. With a gross tonnage of around 7,600, the yacht is rumored to have a diesel-electric propulsion system. Interior is by Alberto Pinto Design.

For more information: lurssen.com

16/100 > 3rd LARGEST LAUNCHED IN THE PAST YEAR

Maryah | 410ft. (125m) | Elefsis | Greece
The owner's representatives kept a heavy hand on publicity for *Maryah*, which is speculated to have launched near the end of 2014. With exterior and interior handled by H2 Yacht Design, she accommodates up to 54 including crew. Great efforts were made to hide the lifeboats and maintain a clean look. Interior features are said to include a nightclub, spa, business center, computer room, game room, gym, private dining room, sushi bar and cinema.

For more information:
elefsis-shipyards.gr; h2yachtdesign.com



PETER SEYFFERTH / THEYACHTPHOTO.COM

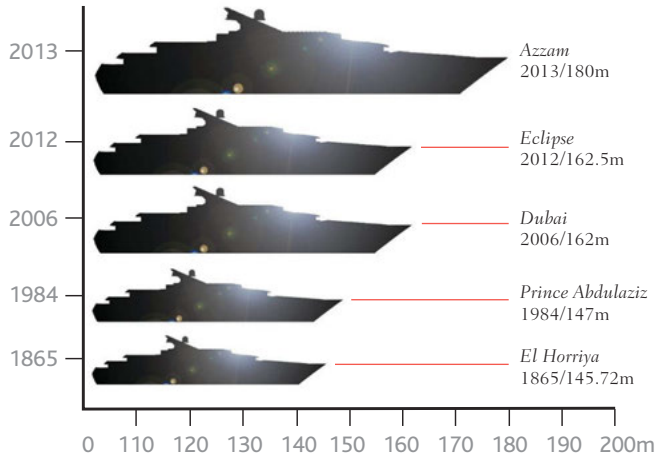
20	Alexander	400	122	1965	Lubecker Flender Werke
21	A	390	119	2008	Blohm + Voss
22	Turama	381	116.41	1990	Rauma
23	Atlantis II	380	115.82	1981	Hellenic
24	Issham Al Baher	380	115.76	1973	Hellenic
25	Pelorus	377	115	2003	Lürssen
26	Luna	375	114.2	2010	Lloyd Werft
27	Le Grand Bleu	370	112.8	2000	Bremer Vulkan
(T)28	Radiant	361	110	2010	Lürssen
(T)28	Dilbar	361	110	2008	Lürssen
30	Sea Cloud	359	109.5	1931	Krupp Germaniawerft
31	Ulysses	351	107	2015	Kleven
32	Poseidonos	348	106	1997	Halic Tersaneleri
(T)33	Lady Moura	344	104.85	1990	Blohm + Voss
(T)33	Quantum Blue	344	104.85	2014	Lürssen
35	Loaloat Al Behar	341	103.85	1982	Picchiotti
36	Symphony	333	101.5	2015	Feadship
37	V853	331	100.8	2014	Kusch
38	Attessa IV	328	100	1999	Evergreen
39	Christina O	325	99.06	1943	Canadian Vickers
40	Madame Gu	325	99	2013	Feadship
41	Carinthia VII	319	97.2	2002	Lürssen
42	Limitless	316	96.25	1997	Lürssen
(T)43	Vava II	315	96	2012	Devonport
(T)43	Palladium	315	96	2010	Blohm + Voss
45	Kismet	312	95.2	2014	Lürssen
46	Indian Empress	312	95	2000	Oceanco
47	EOS	305	92.92	2006	Lürssen
48	Royal Romance	303	92.5	2015	Feadship
49	Tatoosh	303	92.42	2001	Nobiskrug
50	Mayan Queen IV	302	92	2008	Blohm + Voss
51	Equanimity	300	91.5	2014	Oceanco
52	Nahlin	300	91.44	1930	John Brown & Company
53	Orchid	299	91	2015	Lürssen
(T)54	Dubawi	296	90.1	1989	Cantiere Navale Ferrari
(T)54	Nero	296	90.1	2008	Corsair
(T)54	Ice	296	90.1	2005	Lürssen
(T)57	Athena	295	90	2004	Royal Huisman
(T)57	Lauren L	295	90	2002	Cassens-Werft
59	Infinity	292	89	2014	Oceanco
60	Nirvana	290	88.5	2012	Oceanco
61	Asean Lady	289	88.15	2004	Yantai Raffles
62	The Maltese Falcon	289	88.12	2006	Perini Navi Group
63	Quattroelle	289	88	2013	Lürssen
(T)64	Fountainhead	288	87.78	2011	Feadship
(T)64	Musashi	288	87.78	2011	Feadship
66	Arctic P	287	87.58	1969	Schichau Unterweser
67	Phoenix 2	286	87.2	2010	Lürssen
68	Ace	285	87	2012	Lürssen
(T)69	Ecstasea	282	86	2004	Feadship
(T)69	Kingdom 5KR	282	86	1980	Benetti
71	Seven Seas	282	85.95	2010	Oceanco
(T)72	St Princess Olga	281	85.6	2013	Oceanco

LEADERS OF THE PACK

Compiled by Louisa Beckett

The yachts that appear time and time again in the Top 100 form an elite club, but none more exclusive than the handful of vessels that have claimed the number one position. The 478-foot (145.72-meter) *El Horriya* (ex-*Mahroussa*), built in 1865 by British shipyard Samuda Bros. for the royal family of Egypt, held the top spot in the Top 100 for the longest period—an impressive 119 years. The 482-foot (147-meter) *Prince Abdulaziz*, built in Denmark by Helsingor Vaerft for King Fahd of Saudi Arabia, finally knocked *El Horriya* off her perch in 1984 and led the pack for 23 years.

The other three world's largest yachts to date have had much shorter reigns. The 532-foot (162-meter) Platinum Yachts *Dubai*, whose construction spanned two owners and several shipyards, was number one for six years, while Russian billionaire Roman Abramovich's 533-foot (162.5-meter) *Eclipse*, built by Blohm & Voss, was herself eclipsed by 591-foot (180-meter) Lürssen *Azzam* after only one year. How long will it be until the awesome *Azzam*, built at a rumored $600 million price tag for Sheikh Khalifa bin Zayed al-Nayan, president of the United Arab Emirates and emir of Abu Dhabi, is forced to relinquish her place as flagship of the Top 100?



31/100 > 5th LARGEST LAUNCHED IN THE PAST YEAR

Ulysses | 351ft. (107m) | Kleven Maritime | Norway

Designed by Marin Teknikk AS of Norway for long voyages in rough waters, private expedition support vessel *Ulysses* was scheduled for delivery to her New Zealand owner earlier this year. With accommodations for 60 people, the 7,000-gross-ton, steel-hull vessel sports a helicopter pad and hangar. Sources close to the build revealed that a 69-foot tender will be stowed on her bow. Kleven is better known as a builder of commercial, supply and U.S. Coast Guard vessels, and it appears the owner selected the yard specifically for its commercial build capability.

For more information: klevenmaritime.no

PETER SEYFFERTH / THEYACHTPHOTO.COM



Quantum Blue | 341ft. (104m) | Lürssen | Germany
Credit Tim Heywood with a graceful exterior design, which maintained an elegant profile despite *Quantum Blue*'s massive volume. Her interior design by Alberto Pinto is said to incorporate a mix of rare and striking materials. She is a Passenger Yacht Code-certified yacht.

For more information: lurssen.com

(T) **33**/100 > **6**th LARGEST LAUNCHED IN THE PAST YEAR

IT HAS BECOME INCREASINGLY CHALLENGING FOR THE GENERAL PUBLIC TO GAIN ACCESS TO SUPERYACHTS, ESPECIALLY WHEN A YACHT IS NEW.

36/100 > **7**th LARGEST LAUNCHED IN THE PAST YEAR

Symphony | 333ft. (101.5m) | Feadship | The Netherlands
Six-deck, 333-foot (101.5-meter) *Symphony* is not only the largest vessel built by Feadship, she's also the first Feadship built in compliance with the new Passenger Yacht Code regulations, which allow pleasure yachts to carry up to 36 passengers. Exterior styling is by Tim Heywood Design, with engineering by De Voogt Naval Architects and interiors by Zuretti Interior Design. She is said to accommodate 20 guests in eight staterooms and can carry up to 27 crewmembers. *Symphony* cruises at 14 knots with a maximum speed of 22 knots, and she has a range of 5,000 nautical miles. On the main deck, guests may enjoy a nearly 20-foot contra-flow swimming pool with a glass bottom and waterfall. A glass corridor leads to the engine room, where an interactive screen projects images from the underwater camera and information on the yacht's location, propulsion and mechanical systems. *Symphony* carries an enviable fleet of tenders and water toys, including three custom Pascoe tenders, Seabobs, WaveRunners and an arsenal of inflatable toys and windsurfing equipment.

For more information: feadship.nl



37/100 > **8th** LARGEST LAUNCHED IN THE PAST YEAR



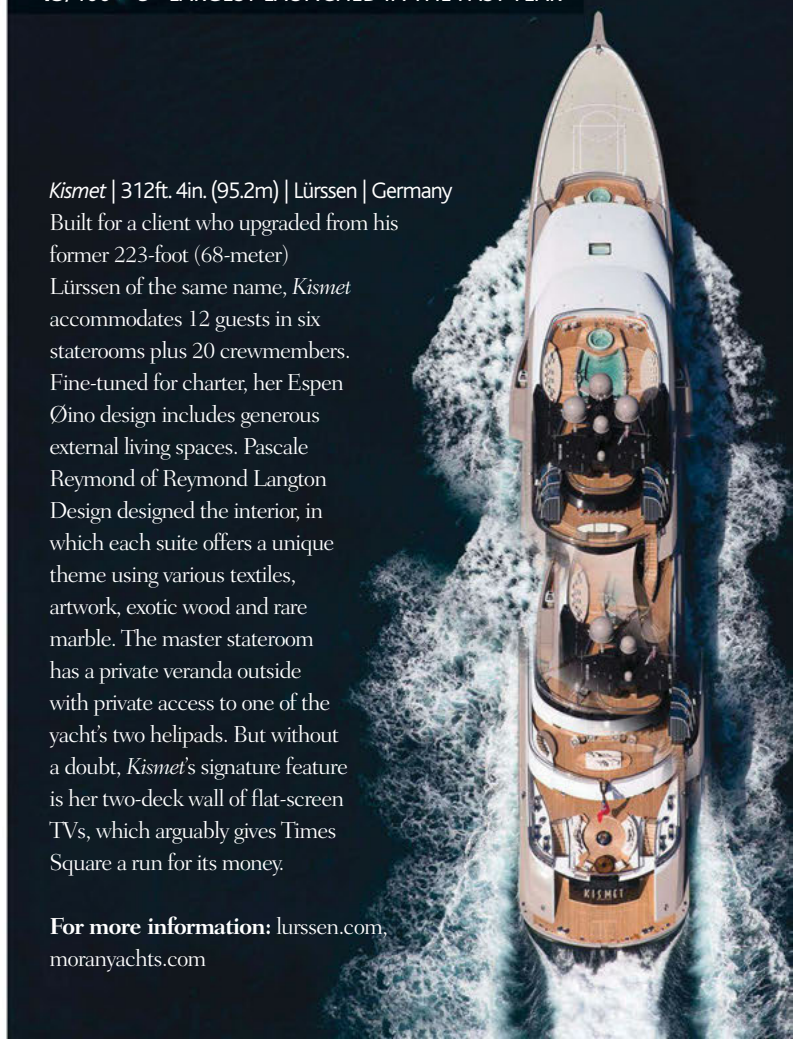
Project V853 | 330ft. (100.8m) | Vega Yachts/Kusch Yachts | Germany

At approximately 4,300 gross tons and with a beam of nearly 53 feet, Kusch Yachts' project V853 accommodates 22 guests in 11 staterooms serviced by a crew of up to 30. Naval architecture and exterior design are by The A Group with interior design by Studio Massari. Twin Rolls-Royce Bergen engines permit a range of 6,000 nautical miles, a 14-knot cruising speed and 17 knots at the top end. V853 was developed by Vega Yachts and constructed by Kusch Yachts.

For more information: kusch-yachts.com; vegayacht.com

(T)72	Aquila	281	85.6	2010	Derecktor New York
74	Sunrays	281	85.5	2010	Oceanco
75	Vibrant Curiosity	280	85.47	2009	Oceanco
(T)76	Moonlight II	280	85.3	2005	Neorion Shipyards Syros
(T)76	Delma	280	85.3	2004	Neorion Shipyards Syros
78	Pacific	280	85.2	2010	Lürssen
79	Solandge	279	85.1	2013	Lürssen
80	Y711/3069	279	85	2015	Oceanco/Vitters
81	Valerie	276	84	2011	Lürssen
82	Savannah	274	83.5	2015	Feadship
83	O'Mega	271	82.62	1987	Mitsubishi Heavy Industries
84	Secret	270	82.3	2013	Abeking & Rasmussen
(T)85	Kibo	269	82	2014	Abeking & Rasmussen
(T)85	Graceful	269	82	2014	Blohm + Voss
(T)85	Sarafsa	269	82	2008	Devonport
(T)85	Alfa Nero	269	82	2007	Oceanco
(T)85	Basrah Breeze	269	82	1981	Helsingor Vaerft
90	Romea	268	81.8	2015	Abeking & Rasmussen
91	Air	266	81	2011	Feadship
92	Bart Roberts	265	80.77	1963	Canadian Vickers
93	Norge	263	80.25	1937	Camper & Nicholsons
94	Golden Odyssey	263	80.15	1990	Blohm + Voss
(T)95	Chopi Chopi	263	80	2013	CRN
(T)95	Amevi	263	80	2007	Oceanco
(T)95	Stargate	263	80	2001	Oceanco
(T)95	Constellation	263	80	1999	Oceanco
99	Talitha G	262	79.85	1927	Krupp Germaniaerft
100	Dubai Shadow	259	79	1973	Mitsubishi Heavy Industries

45/100 > **9th** LARGEST LAUNCHED IN THE PAST YEAR



Kismet | 312ft. 4in. (95.2m) | Lürssen | Germany

Built for a client who upgraded from his former 223-foot (68-meter) Lürssen of the same name, *Kismet* accommodates 12 guests in six staterooms plus 20 crewmembers. Fine-tuned for charter, her Espen Øino design includes generous external living spaces. Pascale Reymond of Reymond Langton Design designed the interior, in which each suite offers a unique theme using various textiles, artwork, exotic wood and rare marble. The master stateroom has a private veranda outside with private access to one of the yacht's two helipads. But without a doubt, *Kismet*'s signature feature is her two-deck wall of flat-screen TVs, which arguably gives Times Square a run for its money.

For more information: lurssen.com, moranyachts.com

OPPOSITE: PETER SEYFFERTH / THEYACHTPHOTO.COM

TOP DESIGNERS FOR THE TOP 100 YACHTS IN THE WORLD

When speaking about superyachts, the term designer is frequently used for several categories: naval architecture, exterior styling, interior design, and soft furnishings and decoration. The following is a list of designers (not including decorators) who are credited with design work on *at least* three yachts in the top 100. As you'll see in many cases, these designers worked closely with the builders, as well as with one another.

Terence Disdale Design: *Eclipse, Topaz, Al Salamah, Pelorus, Radiant, Tatoosh, Mayan Queen IV, Ice, Ecstasea, Sunrays, Romea, Kibo*
Website: terencedisdale.co.uk

Tim Heywood Design: *Topaz, Al Mirqab, Pelorus, Dilbar, Radiant, Ice, Quantum Blue, Symphony, Carinthia VII, Limitless, Mayan Queen, Aquila*
Email: tim@timheywooddesigns.co.uk

De Voogt Naval Architects: *Symphony, Royal Romance, Madame Gu, Limitless, Fountainhead, Musashi, Ecstasea, Savannah, Air, Hampshire II, Tueg*
Website: feadship.nl

Azure Design & Naval Architecture: *Ice, Infinity, Equanimity, Nirvana, Seven Seas, Sunrays, Aquila, Vibrant Curiosity, Alfa Nero, Anastasia, Amevi*
Website: azure-na.com

Espen Øino: *Al Said, Ocean Victory, Serene, Octopus, Katara, Kismet, Infinity, Solandge, TV*
Website: espenoeino.com

Andrew Winch Designs: *Dubai, Al Mirqab, Madame Gu, Equanimity, Ice, Phoenix 2, Ace, Sarasfa*
Website: andrew-winch-designs.co.uk

Alberto Pinto Design: *Ocean Victory, Quantum Blue, TV, St Princess Olga, Dilbar, Alfa Nero, Golden Odyssey*
Website: albertopinto.com

Nuvolari Lenard: *Quattroelle, Seven Seas, Vibrant Curiosity, Alfa Nero, Amevi*
Website: nuvolari-lenard.com

Reymond Langton: *Serene, Kismet, Orchid, Valerie, Titan*
Website: reymondlangtondesign.com

The A Group: *Indian Empress, Constellation, Stargate.* (Vega Yachts/ Richard Hein: V853)
Website: theagroupdesign.com

Redman Whiteley Dixon: *Al Said, Vava II, Hampshire II*
Website: rwd.co.uk

Sam Sorgiovanni Designs: *Secret, Nirvana, Anastasia*
Website: samsorgiovannidesigns.com

Sinot Exclusive Yacht Design: *Infinity, Fountainhead, Musashi*
Website: sinot.com

Bannenberg and Rowell: *Le Grand Bleu, Pacific* (Jon Bannenberg: *Rising Sun, Limitless, Kingdom 5KR, Talitha G.*)
Website: bannenbergandrowell.com

48/100 > **10th** LARGEST LAUNCHED IN THE PAST YEAR

Royal Romance | 303ft. 6in. (92.5m) | Feadship | The Netherlands
Feadship's newest launch was shrouded in secrecy until details finally emerged revealing a 40-by-13-foot swimming pool that can be emptied in less than three minutes for safety compliance. The pool flows into a waterfall that cascades over the transom, which is partially constructed of LED-lit glass. With a gross tonnage of 2,900, *Royal Romance* accommodates 14 guests and 22 crewmembers. Seymour Diamond designed her interior, while Feadship's in-house team handled exterior styling and naval architecture.

For more information: feadship.nl





DELICATE BALANCE

ROYAL HUISMAN'S *WISP*: A TRADITIONALLY



STYLED YACHT THAT SAILS LIKE A WITCH. BY CAPT. MICHAEL HOWORTH

CORY SILKEN

Peacefully at anchor in the fjords of Norway, *Wisp* has owners who chose this part of the world for their shakedown cruise.

EIGHTEEN KNOTS OF WINTER WIND WHIPPED UP THE SEA ON THE DAY I FOUND MYSELF ON THE WHEEL OF *WISP*. The city of Palma de Mallorca lay behind our frothing white wake. Lying over to starboard with the wind on her port bow, this 156-foot (47.6-meter) classically styled sloop from Royal Huisman was in her element. So was I.

Standing upwind of me was the yacht's designer, André Hoek. "Bring the wheel more to port and get a little closer to the wind," he suggested.

On my right stood Guy Hayward, the yacht's captain, and I could feel the apprehension he was seeking hard to hide. He did not know me as a sailor and was anxious I might break something.

"If the wind increases I think we might need to put another reef in her," he commented.

The boat speed indicator was rising, and those standing in the spacious cockpit with me were avidly watching the figures climb: 16.0, 16.5, 16.9 and then 17 knots. A cheer went up, but Hayward was not happy. He did not want to telephone the owner that night and say, "The journalist broke your boat, sir."

I reluctantly handed the helm back to him and talked with Hoek about the direct steering system. "No electrics, no hydraulics," he said. "Holding a wheel that is connected directly to the rudders gives you the real feel of control. You simply do not get that direct relationship with yachts that are fitted with power-assisted steering."

Wisp is the first yacht Hoek has designed and seen built at Royal Huisman in Vollenhove, Holland. Here, the owner has exactly what he asked for: a sloop with classic lines that sails like a witch. While she looks traditional on deck, her underwater profile is at the cutting edge of naval architecture. Her underwater lines, carbon-fiber cutter rig and efficient sailhandling systems are optimized for performance by a leaner complement of crew. Yachts of this style and length built in the 1930s would have had a slim hullform, but *Wisp* is slightly chubby, if not downright fat. That is what gives her the pointing power and the chance to get closer to the wind.

"She is not the chunkiest boat we have designed," said Hoek. "That would have to be 203-foot schooner *Athos*, built by Holland Jachtbouw back in 2010."

Drawn to Hoek and Royal Huisman, the yacht's owner drove the design with his own embellishments and refinements to reflect his dual objectives of good cruising performance and competitive gentleman's racing. *Wisp*'s elegant hull shape—with her spoon bow, counterstern, sloping deckhouses and numerous other traditional features—speaks of civilized and leisurely sailing in a more romantic era. The interior design for *Wisp* is from the U.K.-based design team headed by Jonathan Rhoades and Dick Young, with Nigel Ingram of MCM in Newport, Rhode Island, serving as owner's representative. Ingram, who has overseen 75 builds in 25 years, remains characteristically modest, saying, "We were delighted to finally work with Royal Huisman, who were as professional as expected."

Both Rhoades and Young have designed yachts built at Huisman, but this was the first occasion on which they worked with Hoek. The interior displays class in much the same way as the yacht's clean and uncluttered decks topside. There is room for just six guests in three en suite cabins, although the double to starboard does have a sofa that





CORY SILKEN; CARLO BARONCINI (TOP LEFT)



CLOCKWISE FROM TOP LEFT: Form and function come together in the exquisite detailing of the visible moving parts on deck; Underwater lighting highlights the boarding ladder and tender pontoon in the calm evening waters of Norway; The aftermost of two spacious cockpits is reserved for the owner's exclusive use; Power where it is needed most—the gooseneck and hydro-electronic mainsail furling system hoists and stows at the touch of a button.



TOP: Underway, the main cockpit is the center of all the action, while in the evening hours the same spot is one of tranquil relaxation. **BELOW:** Handlaid decks built using teak strips follow the same construction techniques of superyachts built in the 1930s.

can convert to a single for when the owner's grandchildren are aboard.

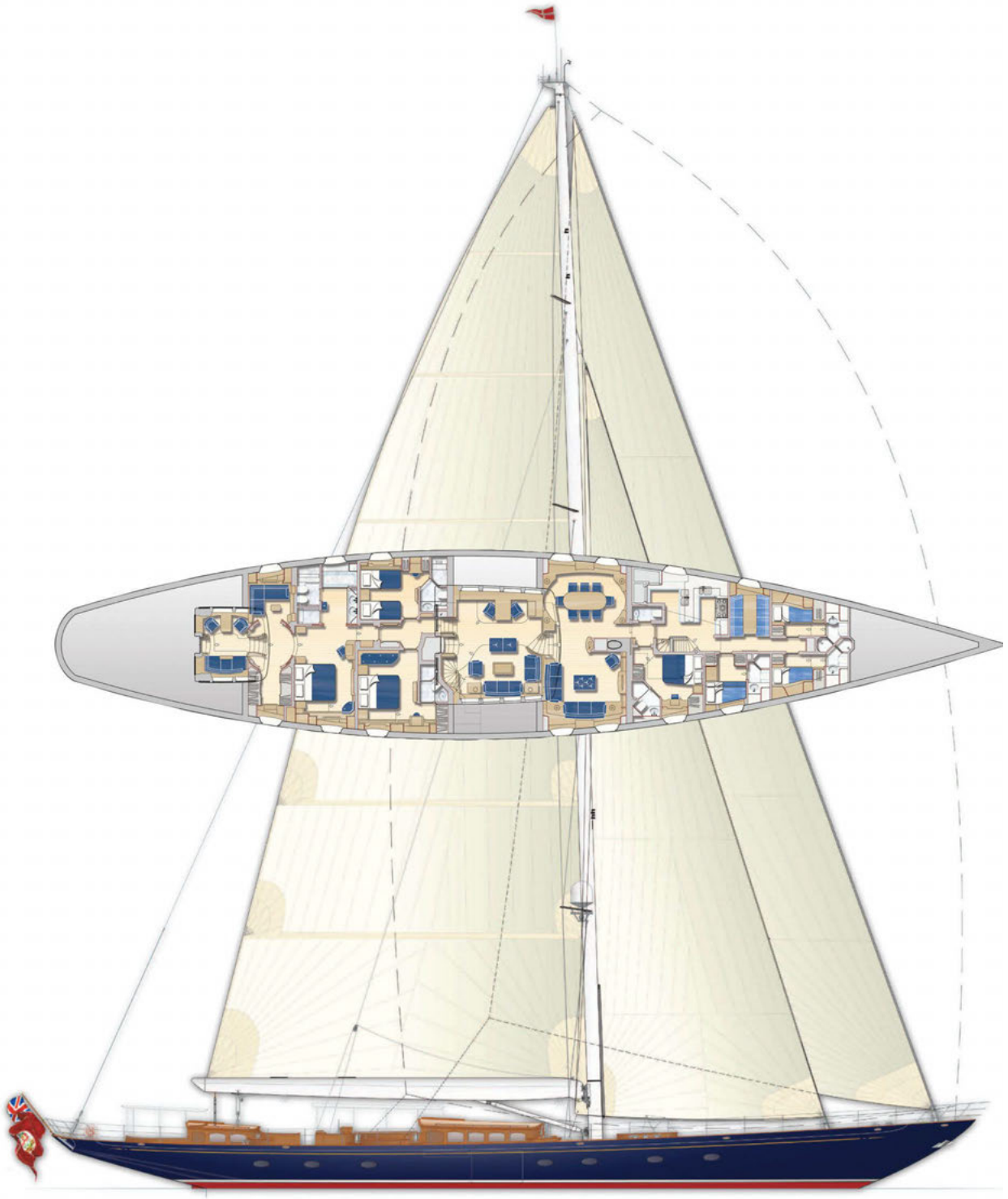
Nothing is loud or offensive about this design, but the choice and heritage of many features hold a story. Take the heads. Here the owner sourced a style of tap that he found particularly pleasing because of the handles. Rhoades Young took that design and created ebony door handles to match, fitting them to the inside of all cabin doors. That led to the design of the drawer pulls, for which ebony was again chosen to contrast with the honey amber-colored oak that is the predominate veneer in the yacht's interior. It sits well with the decks, which are a dark and richly stained walnut when not covered with a light-green handmade wool carpet.

Great care was taken to ensure a quiet and continuous flow in the wood's natural grain, giving a visually pleasing calmness to the interior. In the same manner, the deckheads, typically either paneled or clad in leather, have been given simple, unembellished frames with relaxed, linen inserts. The neutral background of the cabinetry around the interior is contrasted with dark wenge inlays and fabrics in colors that range from fresh, leafy greens to rich, duck-egg blues and burnt oranges, punctuated with brightly colored table lamps that have been converted from Italian glass vases handcrafted in Murano, Italy, near Venice. Every detail was considered down to the filling of sofa and chair seats that varies in firmness depending on area, location and intended use.

Hoek, Huisman and Rhoades Young have created a masterpiece—a modern-day classic of which Nathanael Herreshoff would very much approve. There is much about *Wisp* to like and very little that thwarts. Perhaps if I am truthful, the only paradox is that I am still not able to feel that power while standing at the helm. YI

For more information: 207 646 9504, royalhuisman.com





ROYAL HUISMAN *WISP*

LOA: 156.3ft. (47.6m)
LWL: 110.3ft. (33.6m)
BEAM: 31.1ft. (9.5m)
DRAFT: 14.6ft. (4.5m)
CONSTRUCTION: aluminum
DISPLACEMENT: 259 tons
GROSS TONNAGE: 252
ENGINE: 1 x 715-hp Caterpillar C18 Acert

PROPELLER: Korsør VP8 4-blade
FUEL: 5,811 gal. (21,997L)
WATER: 2,113 gal. (7,998L)
SPEED: 14 knots
RANGE: 5,570 nm @ 10 knots
GENERATORS: 2x 67kW Northern Lights
STABILIZERS: n/a
CLASSIFICATION: Lloyd's Register EMEA <500 GT 100A1, SSC, Yacht, Mono, G6, LMC, UMS

NAVAL ARCHITECTURE: Hoek Design Naval Architects BV
EXTERIOR STYLING: Hoek Design Naval Architects BV
INTERIOR DESIGN: Rhoades Young Ltd.
GUEST CABINS: 6 in 3 cabins
CREW: 8 in 4 cabins
BUILDER: Royal Huisman
YEAR: 2014

SEE the complete photo gallery and video of Royal Huisman's *Wisp* at yachtsinternational.com

TOP LEFT: CORY SILKEN; BOTTOM LEFT: CARLO BARONCINI



Stefano Pastrovich holding a model of 99-meter (325-foot) X-Vintage, a concept developed in conjunction with Fincantieri and Wärtsilä.

A FERTILE MIND

FOR MAVERICK YACHT DESIGNER STEFANO PASTROVICH, THINKING OUTSIDE THE BOX IS ALL IN A DAY'S WORK. BY JUSTIN RATCLIFFE

JUSTIN RATCLIFFE

As a young architecture graduate, Stefano Pastrovich cut his teeth with design luminaries Martin Francis and Luca Bassani on iconic projects such as 194-foot (59-meter) explorer *Senses* and the WallyPower 118. The experience rubbed off on the Genoese designer and molded his interest in expedition-style vessels and bold design statements. *Senses* led to a commission to devise the exterior styling and general layout of 370-foot (112.8-meter) explorer *Le Grand Bleu*, formerly owned by Roman Abramovich, and Pastrovich went on to become chief designer for the entire WallyPower range. These groundbreaking projects remain the cornerstones of his total-custom approach to yacht design.

"You have to start from scratch with a unique style and redouble your efforts to produce something excellent every time," says the Monaco-based designer. "I design made-to-measure yachts, and the satisfaction the owner gets out of it is directly proportional to the effort I put into it."

His "all or nothing" philosophy has kept Pastrovich constantly researching and developing concepts that appeal to owners seeking originality. This, in turn, has led him to rethink the way he markets his next-generation designs. As gigantic playthings, superyachts are expressions of individual owners' lifestyles. To better match yacht styles and amenities to clients' expectations, Pastrovich has developed four design categories that reflect states of mental and physical well-being.

"We wanted to see things from a different point of view and took sport as the starting point," he says. "So we named our yacht categories after leisure activities: Backpacker, Freeride, Dressage and Parkour [also known as Freerunning]."

His reasoning is broadly similar to how automobile manufacturers entice buyers of SUVs, station wagons, limousines or convertibles. The difference is that Pastrovich's clients are not in the market for a standardized series or production vessel, but a one-of-a-kind superyacht.

Among his most innovative proposals are the concepts prefixed with an "X"—an appellation borrowed from the car industry to signify "crossover"—that began with the X-Vintage in collaboration with Fincantieri and Wärtsilä. Presented in 2011, the 325-foot (99-meter) yacht was designed to be powered by a dual-fuel system using liquid natural gas and marine gas oil, in anticipation of 2016 International Maritime Organization Tier III regulations that will restrict exhaust emissions. Further innovations included an A-frame crane integrated into the aft deck for launching and retrieving a 40-foot sailing trimaran, fold-down stern bulwarks and a double-helix staircase from the beach club to the main deck. As with many of Pastrovich's yacht projects, X-Vintage showed a pronounced preference for natural materials and finishes. "Architecture is a way to listen to nature," says the designer, "not the other way around."

What was intriguing about X-Vintage, which spawned other X series concepts, was how designer, builder and supplier came together to challenge conventional thinking with a feasible blueprint for more efficient and environmentally responsible cruising. But beyond the novel choice of fuel, the focus of the design was the aft beach club, an area that could be transformed from a stowage bay into an open-air living area thanks to an inner "sleeve" of gently wafting drapes that extends out of the garage. Pastrovich had experimented with a similar feature during the refit of 164-foot (50-meter) shadow vessel *Mystere*. Other refit projects, such as *Falkor*, a 272-foot (83-meter) former fisheries vessel, have influenced his approach today.

"On a shadow vessel like *Mystere*, it might take the crew a whole day to launch and retrieve all the tenders and toys," he says. "A lot of what I do is about integrating the privacy of owners and guests with the operational needs of the crew, which got me thinking how best to combine the two."

His radical solution with the X R-evolution concept was deployable bungalows for owner and guests. When the yacht is at anchor, the bungalows would launch from the aft deck and moor at a distance from the 253-foot (77-meter) mother ship. The shallow-draft,



At 253 feet (77 meters), X R-evolution, shown here with with bungalow detached, aims to enhance privacy for owners and guests without overlooking operational needs.

HIS 'ALL OR NOTHING' PHILOSOPHY HAS KEPT PASTROVICH CONSTANTLY RESEARCHING AND DEVELOPING CONCEPTS THAT APPEAL TO OWNERS SEEKING ORIGINALITY.

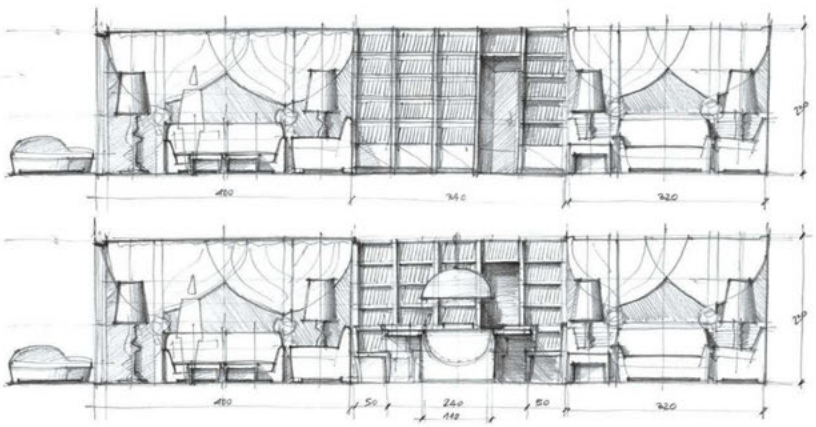








The X-Easy, Pastrovich's latest concept, includes many of his signature design features in a simplified 180-foot (55-meter) package.



composite multihull would also allow the yacht to get close to shore. Inflatable pathways, inspired by the hexagon structure of beehives, would provide floating jetties for tenders and connect the boat to the beach. Moreover, a system of gyroscopes and hydraulic pistons, similar in concept to a flight simulator, would keep the upper deck stabilized in a swell.

To maintain the purity and integrity of his exterior lines, Pastrovich is adamant that he also has to design each yacht's interior. He likes to quote Frank Lloyd Wright, who spoke of "organic architecture that develops from within outward in harmony with the conditions of its being, as distinguished from one that is applied from without."

Whereas most superyachts have a beach club with more laid-back fixtures and fittings, Pastrovich prefers to extend the seaside ambience throughout the yacht. Indeed, the X-Beach Club is a concept for refitting a 302-foot (92-meter) oceangoing tug with decidedly casual décor and a relaxed, open-plan layout. During his research, the designer came across a U.S. firm that manufactures realistic-looking steel palm trees that conform to structural, fire and safety specifications, and he incorporated the trees into the open aft deck design. The idea is that the owner can take his own "island" with him wherever he goes.

Not all of Pastrovich's projects are out on a limb. He is working on a 16,046-square-foot (1,490-square-meter) villa on the French Riviera for a Russian client and has two 236-foot (72-meter) projects in build at a commercial shipyard in Qatar. The studio's most recent concept is 180-foot (55-meter) X-Easy. Easier to build and operate with a smaller crew, the pared-down yacht would combine key features of larger cousins in a simpler and less costly package.

Although the practicality of some of his more playful solutions might be questionable, the designer takes an impish delight in challenging norms. His childlike enthusiasm for his chosen subject (as a youth he designed and built model boats and planes) is infectious,

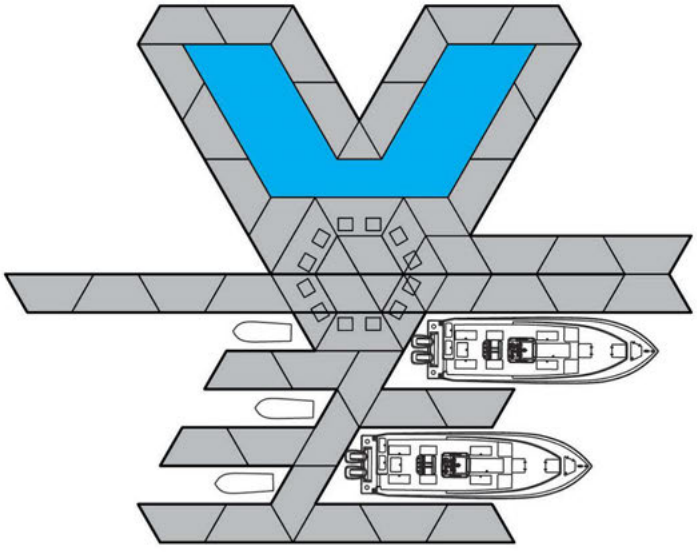
ABOVE: The drive-in tender bay/swimming pool on 302-foot (92-meter) X-Ballet. **BELOW:** A rendering of the interior refit on 164-foot (50-meter) *Mystere*.



and when he's on a roll, his eyes light up and his Errol Flynn-style mustache bristles with excitement. It is no coincidence that one of the first concepts to develop from X-Vintage was called X-Kid Stuff. With the same dual-fuel system developed by Wärstilä and Pastrovich's expansive aft deck for stowing—explorer style—large tenders that could be launched through hull-side openings, it even offered a climbing wall between decks.

"It's very easy to get lazy and just reproduce ideas that have proved successful, but I'm not interested in doing the same thing as everyone else," he says. "I've always believed in full custom, and that means I have to make an effort and sometimes swim against the current." YI

For more information: +377 977 074 52, www.pastrovich.com



SEE more groundbreaking designs from Pastrovich at yachtsinternational.com

Rite of Passage

WITH THE 100 MOTORYACHT, OCEAN ALEXANDER



PRESENTS A VERSATILE VESSEL SUITED TO HANDLE CHARTER—AND ANYTHING ELSE THROWN IN HER PATH.

By Andrew Parkinson



For Florida cruisers, a stiff north breeze gusting 20 to 25 knots after a cold front usually means it's going to be a bumpy ride—if you're lucky enough to get out at all. If I had a ten-spot for every sea trial that's been conveniently postponed because of inconvenient sea conditions, I might be penning this on my own 100-footer. But on this day, Ocean Alexander was set on keeping its $10.

The 100 Motoryacht, Ocean Alexander's newest model, is a yachtsman's boat in every sense, one that teeters on the cusp of captain versus owner-operator. Designed by Evan K. Marshall with charter in mind, the OA 100 is the natural progression from the OA 90, which launched in 2013. While the OA 100's overall configuration and performance are traditional, her volume, style and enhancements for charter are distinctly her own.

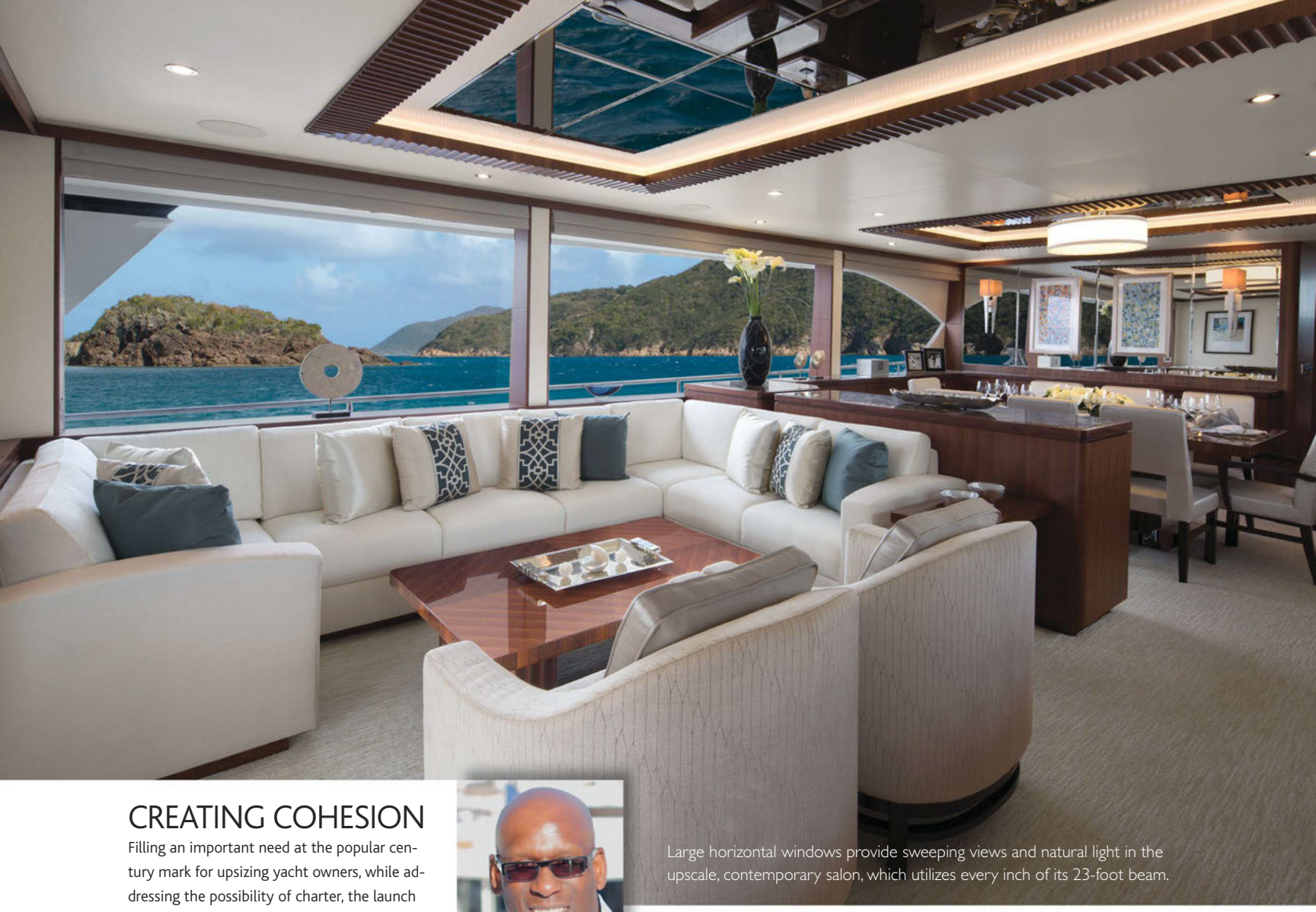
Two things stand out when entering the boat from the aft deck: the living space is scaled upward, projecting the feeling of being on a larger vessel, and natural light is emphasized by large side windows—structurally achieved with aluminum I-beam engineering and sandwiched glass. The vibe is upscale contemporary, a look and feel that, according to representative Bruce Siler of Ocean Alexander dealer MarineMax in Fort Lauderdale, gained the attention of hull number one's owners, who moved up from an 88 Ferretti.

Across a lengthy salon that utilizes every inch of its 23-foot beam, and amid the combination of light and dark fabrics, is custom-fit cabinetry in the formal dining area. It's striking and functional, hiding stowage for china, stemware, flatware, glassware and any other type of ware required for long-range cruising or charter. Ambience is enhanced





TOP AND BOTTOM: Cabinetry surrounding the formal dining area provides enough stowage for long-rage cruising or charter; Preparation of a seven-course meal is feasible in the 100's open galley.



Large horizontal windows provide sweeping views and natural light in the upscale, contemporary salon, which utilizes every inch of its 23-foot beam.

FOREST JOHNSON

CREATING COHESION

Filling an important need at the popular century mark for upsizing yacht owners, while addressing the possibility of charter, the launch of the 100 marked a culmination of sorts for designer Evan K. Marshall's efforts.

"The tooling was in place, but OA was committed to refreshing it almost to the same degree as a new product line," Marshall says. "It required putting on our thinking caps to create something fresh while maintaining a cohesion with the fleet.

"We put the majority of the extra length of the main deck into the galley," Marshall says, noting the 100's charter-friendly professional galley layout, emphasizing more space for appliances. "On the lower aft deck we reconfigured the crew area to host a full complement of crew should the owner wish to charter. And with the level of detail in the crew area, you effectively have two additional guest staterooms for larger families.

"Also with charter in mind, we created two symmetrical twin staterooms in the forward living area, which can be converted to queens, and we gave her two very distinct social areas with the main salon and the skylounge."

According to Marshall, the challenge was maintaining consistency in the lines for both the flybridge and skylounge versions. This included OA's iconic windows—an evolution from the OA 120. The windows have become a signature for the fleet and may find their way into a 65-footer in design now. —*A.P.*

with a built-in wet bar to starboard.

Forward and to port is a galley designed for owner-operator or charter use with marble countertops, high-end appliances from Thermador, Fisher & Paykel, Viking, Whirlpool and Sub-Zero, and a full-size pantry. Preparation of a seven-course meal is feasible and Ocean Alexander's craftsmanship is evident in the cabinetry and the galley's overall configuration, which even found room to incorporate a decent-size wine fridge. Typical of Ocean Alexander, it's an open-galley arrangement with bar chairs and a wide pass-through. Beyond is a warm, inviting lounge area with an L-shape settee for casual dining or a cup of coffee underway. A pop-up flat-screen television separates the adjacent helm station to starboard.

Each of the four staterooms has an en-suite head with marble countertops and floors. To refer to the 100's full-beam master as the piece de resistance is easy—although it seems like irresponsible reporting for a vessel of this size. The master is nothing short of exquisite, with handcrafted nightstands, oversize windows, a love seat, a walk-in closet, a separate hanging locker across the room and his-and-her heads separated by a shower. The room is insulated well against noise, with a mere 58 decibels registered from the king-size bed while underway.



The full-beam master suite is as elegant as it is tranquil. We recorded a mere 58 decibels sitting on the king-size bed while underway.

Ocean Alexander calls the upper-deck a flybridge, which is technically correct but almost seems to sell itself short. The deck space is surprisingly voluminous, even for a 100-footer, and the view is superb. There's an elegantly curved bar and grill area, dining for eight, lounging seats for more than eight, a 15-foot tender and a spa tub, making the space as luxurious as it is functional for entertaining—*real* entertaining, as in "trade the sandwiches and Dasani water bottles for lamb chop lollipops and free-flowing Veuve."

Ocean Alexander also offers an OA 100 skylounge version, which trades the lower helm for a custom desk while adding adding a swank second lounge area up top complete with a large bar area behind the triple-chair upper helm station. Hull number two, a skylounge version, is on the way.

Any responsible captain pulls back on the reins during bad weather, and Ocean Alexander's company captain, Stephen Wenger, indicated we might not see wide-open throttle on our sea trial. Six-footers are hardly ideal for running at maximum rpm. On the flybridge, we braced for impact as we set out into the chop, which proved no big deal for the 100, a testament to her fiberglass infusion lamination below the waterline. She comfortably held her own, putting her Side-Power fin stabilizers to the test, and had quick-response rudders, smooth entry and no slapping. Barely a drop of sea spray hit the helm, making it easy to imagine the pleasure of cruising on a kinder, gentler day.

We ended up finding our way to wide-open throttle—2,300 rpm and nearly 25 knots—and it was a joyride. (Eat your hearts out, landlubbers.) Typical of Ocean Alexander, the OA 100 is conservative at the low end in terms of fuel efficiency, burning a mere 24 gallons per hour at 10 to 12 knots. With 4,000 gallons of fuel underneath, that gets you all the way up the east coast in time for summer cruising season. The burn of course picks up a bit on the higher end burning 140 gallons per hour at close to 20 knots, but those numbers are still relatively kept in check thanks to her slippery semi-displacement hull form.

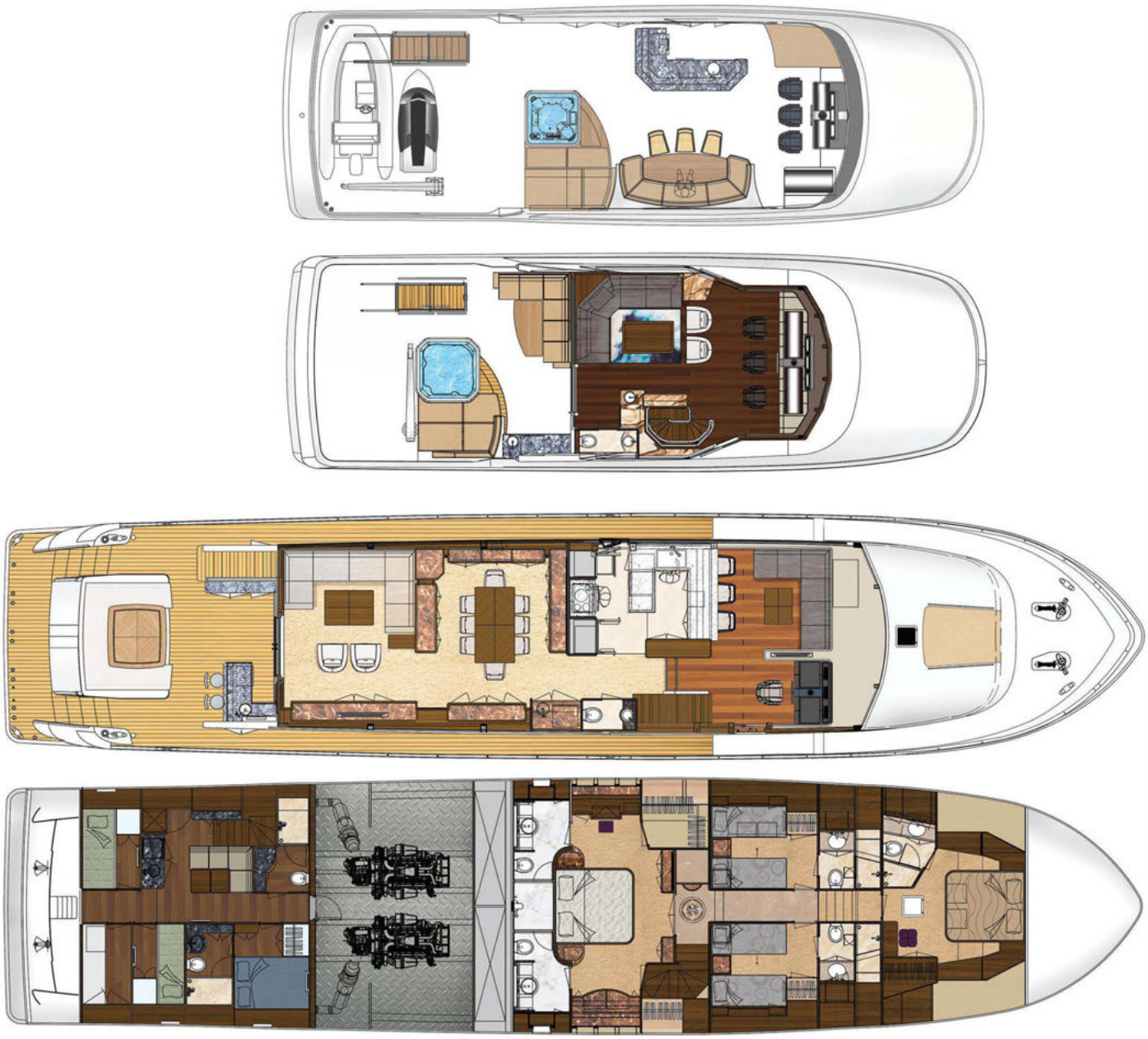
The engine room is glitzy in stainless steel. Accessibility is good around the twin 1,925-horsepower Caterpillar C32 ACERT engines, with 7-foot overheads and generous work spaces. The crew quarters abaft the engine room are noteworthy in terms of space, fit and finish, suggesting viable possibilities for charter. The captain gets a queen-size berth and en-suite head, while two crew staterooms share a head in addition to the crew galley and a common area.

Heading in after an exhilarating ride, we passed a performance sailor readying the sheets en route out of the cut. The kid inside me was yelling, "Man, how much fun would *that* be on a day like this," to which the comfortable, dry and pushing-40-year-old in me retorted, "Awfully wet, though."

Ocean Alexander can keep its 10 bucks. And I, too, would put my money on the OA 100 any day.

For more information: 800 940 3554, oceanalexander.com

FOREST JOHNSON



OCEAN ALEXANDER 100 MOTORYACHT

LOA: 100ft. 2in. (30.53m)
LWL: 87ft. 11in. (26.8m)
BEAM: 23ft. (7.01m)
DRAFT (max.): 6ft. 5in. (1.96m)
CONSTRUCTION: fiberglass, aluminum, carbon fiber
DISPLACEMENT: 229,900 lbs.
ENGINES: 2 x 1,925-hp Caterpillar C32 ACERT
PROPELLERS: 50 x 46 NiBrAl 4-blade

FUEL: 4,000 gal. (15,141L)
WATER: 650 gal. (2,461L)
SPEED (max.): 23.5 knots
SPEED (cruising): 18 knots
RANGE: 3,133 nm @ 10 knots
GENERATORS: 2 x 53 kW Kohler
STABILIZERS: Side-Power Vector Fin
NAVAL ARCHITECTURE: Ocean Alexander

EXTERIOR DESIGN: Evan K. Marshall
INTERIOR DESIGN: Evan K. Marshall
GUEST CABINS: 1 master, 3 guest
CREW: 3-4 in three cabins
BUILDER: Ocean Alexander
YEAR: 2014
BASE PRICE: $8,950,000

SEE the complete photo gallery and video of Ocean Alexander's 100 Motoryacht at yachtsinternational.com

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SINCE 1981



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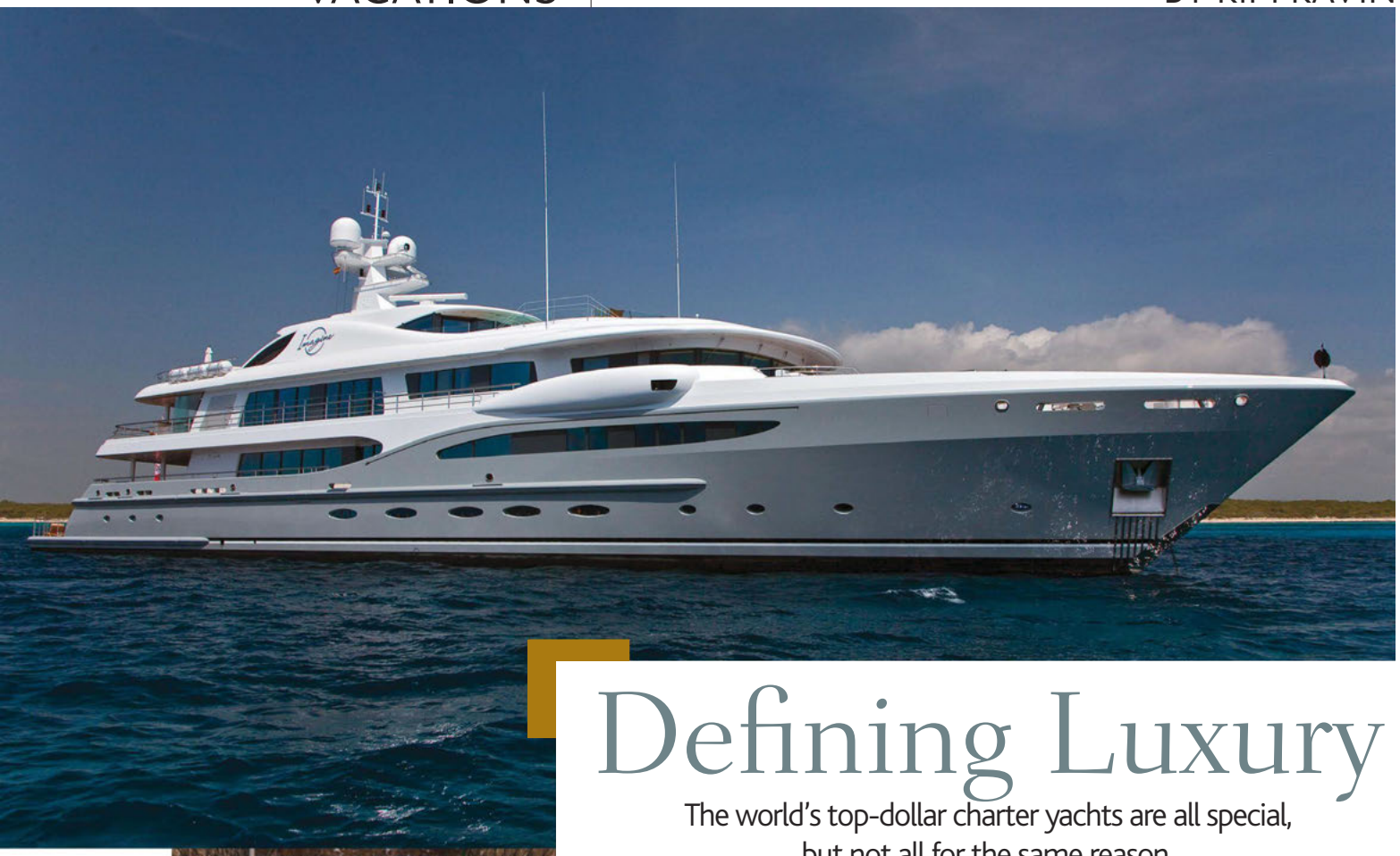
When you're talking Insurance, You should be talking to Atlass



Over the past 30 years Atlass has assembled an awesome team of specialists dedicated to providing the best insurance advice and service to the yachting community. While we have served as risk managers to many of the world's megayachts, including the one pictured here, we are happy to address the needs of any and all yacht owners. So if you are the proud owner of a center console, a family cruiser or for that matter almost any power or sailing yacht, give us a call, we stand ready to provide the very best insurance advice and solutions.

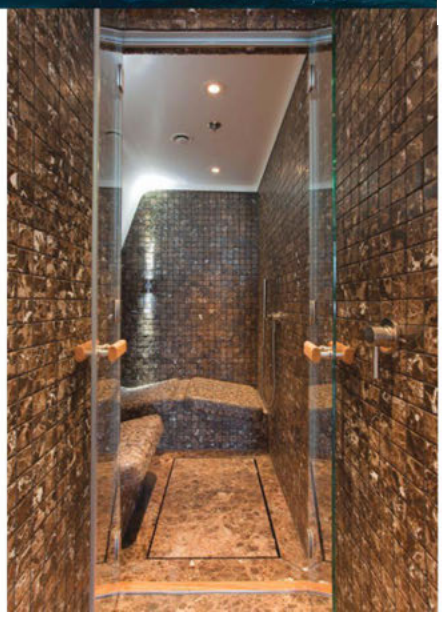
— Frank Atlass, President and CEO

BY KIM KAVIN



Defining Luxury

The world's top-dollar charter yachts are all special, but not all for the same reason.



TOP: 214-foot (65.5-meter) Amels *Imagine* houses a steam room (above) that's on par with any five-star wellness spa.

Luxury is a word that, more and more often, means personalization. Just because something comes with a monumental price tag doesn't mean it's luxurious—at least not to everyone. Some people define luxury as being able to heli-ski and water-ski on the same day. Others believe luxury must include a massage and a soak in a hot tub. Still others see luxury as having the digital world at their fingertips while being as far away from civilization as a yacht can cruise.

All of these experiences are luxurious, but the personalized nature of each is what, ultimately, makes them worth the indulgence. Here are a half-dozen of our favorite top-dollar charter yachts, along with the unique features that create experiences hard to match at any price point.

IMAGINE

Wellness is a primary focus aboard 214-foot (65.5-meter) Amels *Imagine*, which has an enclosed sundeck gymnasium along with a steam room whose design is on par with those at five-star, shore-side spas worldwide. Just forward of the gym are a pool and separate hot tub for a post-workout soak with a bird's-eye view of the surroundings. Enjoy the space as often as you'd like at a weekly base rate of €530,000 (about $595,000). **For more information:** 954 463 0600, fraseryachts.com

HAVE QUESTIONS ABOUT CHARTER? EMAIL: YACHTSMAIL@AIMMEDIA.COM


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> GRACE E

A refreshing dip is made all the more spectacular when the pool has a 360-degree view of the sea. Aboard 239-foot (73-meter) Picchiotti Vitruvius *Grace E* from Perini Navi Group, the €595,000 (about $667,000) weekly base rate includes some of the best water views in the world, complete with an aft windscreen and in-pool jets that provide resistance should you want to swim laps without leaving the yacht. **For more information:** 212 223 0410, burgessyachts.com



> TV

Aboard 257-foot (78.3-meter) Lürssen *TV*, charter guests enjoy not only a sundeck hot tub, but also a pool with resistance jets that abuts a swim-up bar. Burn some calories, have a cocktail to get up your courage and then step a few feet over to the water slide for a thrilling plunge to the sea. Repeat as needed at a weekly base rate of €850,000 (about $950,000) until you feel like a kid again. **For more information:** +377 93 30 54 44, edmistoncompany.com



> ICON

The recent stern extension aboard 221-foot (67.5-meter) *Icon*, built by Icon Yachts, created one of the most expansive teak beach guest spaces in the global charter industry. When the transom folds out to create a swim platform, it is adjacent to an indoor-outdoor bar and just a few steps down from an onboard pool. No beachfront hotel can come close to the water-level views offered by this charter yacht at a weekly base rate of €500,000 (about $560,000). **For more information:** 561 655 2121, camperandnicholsons.com



> MARTHA ANN

When the day's water sports are done, you've had a refreshing shower and you're ready to enjoy a gourmet meal, the dining environment should match your highest expectations. Outdoor dining is of course available aboard 230-foot (70.1-meter) Lürssen *Martha Ann*, but for formal occasions, her indoor dining room is impeccable. Note the extra space designed behind the guest seating, to allow service that seems invisible: a nice touch at a weekly base rate of €600,000 (about $674,000). **For more information:** 954 522 2323, iyc.com



> THE MALTESE FALCON

Perini Navi built *The Maltese Falcon* as a 289-foot (88-meter) technological marvel, with much ado made about her groundbreaking sail-handling system. For charter guests, though, a standout feature is the interior décor, which includes substantial, stop-in-your-tracks pieces of contemporary and modern art. At a weekly base rate of €385,000 (about $432,000), the entrance fee is slightly higher than at the MoMA or Guggenheim, but the viewing experience is priceless. **For more information:** 401 619 2200, perininavi.it



THE MIAMI BEACH YACHT AND BROKERAGE SHOW



IT'S EXPANDING

NEW FOR 2016: THE ADDITION OF THE ISLAND GARDENS MARINA

The Miami Beach Yacht and Brokerage Show, produced in cooperation by Show Management and the Florida Yacht Brokers Association, is expanding its footprint on Collins Avenue to accommodate more exhibitors as well as adding a gorgeous new location at Island Gardens Marina on Watson Island to accommodate deep draft vessels up to 500'. Island Gardens Marina, located on the MacArthur Causeway, will feature an impressive lineup of super yachts amidst the Miami skyline with entertainment, parking and transportation to and from the Collins Avenue show location.

HIGHLIGHTS OF THE MIAMI BEACH YACHT AND BROKERAGE SHOW FOR 2016

- Expansion of Collins Avenue to the north with new exhibitors
- Island Gardens Marine, a deep water basin for superyachts and sailing vessels.
- Conveniently located in the heart of South Beach among the fantastic restaurants, hotels, and shops
- Plenty of beach hotel options through BoatShowHotels.com
- Restaurant concierge service
- On site music and entertainment
- New cocktail and dining experiences on the floating displays
- New parking location options
- Valet Service in multiple locations
- Free transportation between Collins Avenue and Island Gardens
- Free water taxi service to multiple points of the show
- Luxury restroom facilities
- Remains free to all attendees!

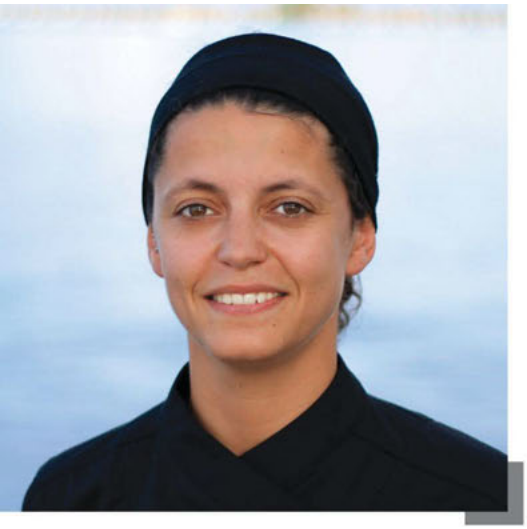
FYBA
LICENSED AND BONDED YACHT BROKERS

THE YACHT & BROKERAGE SHOW
COLLINS AVENUE • MIAMI BEACH

SHOW MANAGEMENT

Cellar & Galley

A CHEF AND A MASTER SOMMELIER SERVE UP THE PERFECT PAIRINGS



Chef Steph Gravier

M/Y *Triple Seven*

Originally from a small village in France, Steph Gravier began her career as a chef at just 17 years of age. Over the course of six years, her beginnings in the culinary arts found her splitting time between her academic studies and working in restaurants, primarily as a pastry chef—experience that truly panned out in her favor, as Gravier is today well-regarded by charter guests for her inventive desserts, among other culinary delights.

Gravier's career soon pressed onward and upward, with the opportunity to work in numerous Michelin-star restaurants throughout Europe including La Truffière and La Lorraine in Paris and Thornton's in Dublin, where she fine-tuned her craft of preparing fine cuisine. Gravier found her way to the yacht charter industry in 2008 and has never looked back. With humble beginnings as a second chef, Gravier worked her way up the ladder on such yachts as *Twizzle*, *Palladium* and *Mondango* before her current employment as head chef of 223-foot (68-meter) Nobiskrug *Triple Seven* (available for charter through Burgess Yachts at a $610,000 weekly base rate). She attributes her success as a chef in the industry to a natural talent and creativity when it comes to conceiving and preparing delicious food for her gracious guests.

When she's not busy in the galley, Gravier can typically be found relaxing in her enjoyment of yoga, kite surfing and amateur photography. She's also been known to dabble in carpentry from time to time, making her realm of outside interests nearly as rich and diverse as her finely tailored charter menus. Although *Triple Seven* is currently exploring the South Pacific, Gravier's personal homeport is Barcelona, Spain, where she hopes to one day open a guesthouse retreat, affording her the ultimate opportunity to truly mix business with pleasure.

We have a rather strong suspicion that the cuisine there, too, will be five-star. —*Andrew Parkinson*



The Menu

Slow-cooked Pitlochry Scottish salmon with avocado petals, sesame tuile and citrus and ginger dressing

Sous vide pork fillet with butternut cylinder, mashed potato, garlic and herbs, baby mushroom, sage and red wine reduction

Tahitian vanilla panna cotta with raspberry heart and sorbet served with a sable biscuit and red velvet crumble

For more information: 310 424 5112, burgessyachts.com, or any charter broker

Master Sommelier Virginia Philip

The summer heat can present a challenge when it comes to pairing food and wine. At least on a yacht such as *Triple Seven*, we're fortunate to have the breeze to cool us off and refresh the palate. Chef Gravier's summer menu affords us the opportunity to pair wines with floral, bright notes and with just a bit of body to them.

We begin the evening with a lovely, slow-cooked Pitlochry Scottish salmon with avocado petals, sesame tuile and citrus ginger dressing, which I find pairs nicely with an aromatic viognier, as found in Shinas Estate's "The Innocent," Southeast Australia, 2013. Created from a single vineyard, the wine has aromas of white flowers and ripe peach that greet the nose while the palate sings with bursts of apricots and yellow apples, complementing the richness of the salmon. The wine has a nice, creamy texture to match the weight of the avocado.



For our main course, we have a



sous vide pork fillet with butternut cylinder, mashed potato and mushroom, sage and red wine reduction. A pinot noir from Burgundy makes a perfect pairing for this hearty type of dish. The Maisôn Roche de Bellene Bourgogne pinot poir "Vielles Vignes," Burgundy, France, 2012 is a good match here. The nose of this wine brings sweet red cherry, raspberry and rhubarb. As the wine is *vielles vignes*—or old vines—the palate is intense and concentrated. Notes of earth, red cranberry, plum and cherry add nuances to the red wine reduction. The tannins are silky and soft without overpowering the dish.

Dessert finds us with a Tahitian vanilla panna cotta with raspberry heart and sorbet. The sweetness of this exquisite confection is paired with Giacomo Bologna "Braida" brachetto d'acqui, Piedmont, 2014. This beautiful wine is made with the brachetto grape and is lightly effervescent. It brings the smell of roses to the nose, yet the palate is greeted with juicy strawberries and raspberries. A delectable end to a flavorful meal, the bubbles in the wine give a lift of acidity to the panna cotta.

The Wines

Shinas Estate "The Innocent," Southeast Australia, 2013, $23.99
Maisôn Roche de Bellene Bourgogne pinot noir "Vielles Vignes," Burgundy, France, 2012, $25.99
Giacomo Bologna "Braida" brachetto d'acqui, Piedmont, 2014, $16.99 (half bottle)

Virginia Philip *is one of only just over 200 professionals worldwide to hold the title of Master Sommelier. Her discerning palate and encyclopedic knowledge also earned her the American Sommelier Association's title of "Best Sommelier of the United States." At The Breakers Palm Beach, Philip oversees the beverage selection of the resort's nine restaurants and bars and 14 wine lists. She owns Virginia Philip Wine Shop & Academy in West Palm Beach.*

For more information:
virginiaphilipwineshopacademy.com







Private Practices

Legal measures can help yacht owners and guests maintain privacy in the digital age.

BY ANDREW J. HIGH

In the age of round-the-clock Facebook updates detailing the minutiae of people's everyday lives, superyacht owners must worry more than ever about maintaining privacy. Precautions can and should be taken to address not only social media, but also AIS websites, online gawking sites such as Yachtspotter and the growing number of privately owned drones allowing the public unprecedented access to yachts, owners and guests.

It has been well publicized that 533-foot (162.5-meter) Blohm + Voss *Eclipse*, owned by Russian businessman Roman Abramovich, is equipped with an anti-photography device that beams an infrared light at digital cameras attempting to take pictures of the yacht or its guests. For owners unwilling to install such cutting-edge technology, other options can protect privacy at sea. Carefully crafted corporate ownership of yachts and confidentiality agreements with crew, charter companies and charter guests are two ways to add layers of privacy.

Corporate ownership of a yacht is a good idea for several reasons, including limitation of personal liability and protection of an owner's other assets. In addition, strong privacy protections may be supported in the way ownership is structured. For example, many foreign jurisdictions have provisions to protect the identity of owners of companies domiciled there. Foreign corporations also may be structured with nominee shareholders—registered owners of shares of stock who are holding the shares for the benefit of the actual owner—adding one more layer of protection. An owner might also consider several layers of ownership as a means to strengthen identity protection, i.e., a company owned by another company or a company owned by a trust. To maximize privacy, an owner should make it as difficult as possible, within the bounds of the law, for the public to discover his identity on a simple search. The more layers employed to insulate an owner's identity, the more secure it will be.

Another tool is the confidentiality agreement, which can be enforced with crew, charter guests and charter companies. Confidentiality agreements with crew can be a condition of employment backed by stipulated penalties should confidences be breached. A confidentiality agreement with a charter company can prohibit the posting of photos or personal information regarding the owner or guests on any form of social media. The owner may also consider a prohibition on publicizing the whereabouts or cruising schedule of the yacht. Violation of such agreements is typically grounds for immediate termination and may subject the violating party to a civil lawsuit.

One of the most attractive aspects of yachting has always been the feeling of carefree seclusion. While the digital age can jeopardize some of that privacy, a little careful planning on the owner's part with his legal advisor can go a long way toward preserving the precious privacy component of yachting.

Andrew J. High *is a partner and founder of the Luxury Law Group, a boutique law firm specializing in yachts, jets and other luxury assets. Luxury Law Group has offices in Florida, New York and Washington, D.C.*

For more information: *800 278 7366, luxurylawgroup.com*

The author can be reached directly at at ahigh@luxurylawgroup.com

HAVE THOUGHTS ON PRIVACY AT SEA? EMAIL US AT: YACHTSMAIL@AIMMEDIA.COM

POWER PLAYERS



The yachting industry is a tough place to achieve sustained success. These executives and the companies they represent have found ways not just to survive, but to thrive through a challenging period. The way they approach their businesses and their reflections on customers, innovation and service, are of value to anyone seeking the best of the best in a highly competitive environment.



Lamberto Tacoli

CRN Chairman and CEO

Lamberto Tacoli devotes most of his professional life to recreational boating. Despite his fast-developing career, Tacoli has always taken a rigorous step-by-step approach aimed at ensuring CRN's growth over time, even in periods when the luxury boating sector seemed able to satisfy incredibly fast growth. His long-term vision, which delves beyond an emphasis on immediate results, has contributed to positioning CRN in the ranks of the worldwide shipbuilding elite.

How did you arrive in the position you hold today?

I have been attracted to yachting since I was a child, and decided to enter the industry in 1988, at the age of 25. It happened when I was on board the 47-meter 1988 CRN Azzurra *in Portofino … Later I realized it was a sign of fate. I believe this world is unique in its ability to combine elements of charm—the natural environment of the sea, man's great skills and the idea of freedom. I joined the yachting industry as an entrepreur, and together with Norberto Ferretti, in 1995, we created the "Custom Line." My entire career has been closely devoted to the Ferretti Group, and over the years I always kept an eye on CRN's development. When an opportunity arose, I seized it, proposing the purchase of CRN, the Doric Shipyard, which was finalized in 1999. I was appointed CRN chairman in 2006 and immediately started to relaunch the shipyard, of which I was appointed CEO in July 2012.*

How does CRN play into the passions of yachting enthusiasts?

Passion is a value which has guided the company since the beginning. Every owner has a passion for their yacht, and CRN is committed to carrying this passion through the vessel's design, construction and beyond. There's nothing our team loves more than going sailing with clients. CRN focuses on two fundamentals: the client and the product. And we pay special attention to the historical values of the brand: tradition mixed with innovation, reliability, customization, craftsmanship and the authentic "Made in Italy" culture. The Italian style is our most treasured asset, and its elements of design and innovation are where CRN leads the way.

What's your philosophy on service?

CRN is "owner-oriented." We work very closely with our clients throughout the build process and we believe strongly in the relationships we build with our clients over the entire life of their boat, and hopefully into their next one. The "after sale" is most important because that relationship should become a long-lasting story.

How does your company innovate?

CRN has in its DNA the drive to be a pioneer of innovative solutions. In the last 10 years, I've seen great design and product development carried out via constant passion and research of innovative technical solutions based on the clients' needs, such as the extraordinary flooding garage on 60-meter J'Ade, *the "floating art gallery" that is 61-meter* Saramour *and the iconic 73-meter* Yalla. *Our flagship 80-meter* Chopi Chopi *is an innovation herself as one of the largest pleasure vessels ever produced in Italy. This year we launched 55-meter* Atlante, *another megayacht of unmistakable personality, as well as* Eight, *the first refit of a CRN yacht. We've also invested heavily in training and development to increase our very high standard of quality.*

The yachting industry, particularly megayachts, is a niche market. Brand awareness and high quality are key. Our award-winning projects have been fundamental to our global brand awareness and also had positively influenced sales performance. Our end-goal always is to create unique products that are immediately recognizable as "Made by CRN."

www.crn-yacht.com





Guillaume Roché

CEO

SUNRISE YACHTS
DREAM BUILDERS

A luxury yacht captain for five years on charter and private yachts before casting his experience toward yacht construction, Guillaume Roché, for the last 25 years, has built and managed the construction of numerous luxury yachts (power and sail) at shipyards in the United States, Europe and Turkey. Sunrise Yachts is the culmination of Roché's dreams as a yacht builder. It's an opportunity to show the world what creative and quality-driven — yet highly cost-effective — luxury yacht construction is.

What is your company's unique sales proposition?

Sunrise Yachts was created with a very specific strategy born from a strong and simple vision: to offer original, bespoke solutions to clients, tailored to their needs and wishes, in an industry that is too often set in ways of the past. Owning a luxury yacht is above all an emotional and cultural affair that needs to be entrusted to a team of competent, dedicated and passionate individuals that will ensure satisfaction in all aspects. Our target, which incidentally we have managed to achieve, was to offer the best quality and highest standards for a reasonable price. Today, Sunrise Yachts offers the best cost-to-quality ratio in the world and has the order books to prove it.

How did you arrive in the position you hold today?

I was a yacht captain for many years in a previous life. I had also studied mechanical engineering and naval architecture in the U.S., and one day I decided that instead of running them, I wanted to build them. I was tired of running yachts built by people who obviously had no idea what it's like to live or work aboard. It seemed like they were built with a balance sheet in mind, rather than a good boat. I thought I could bring practical experience to the trade. After my apprenticeship in a few shipyards, I graduated to having my own. Sunrise Yachts is my third shipyard and the culmination of my experience and knowledge.

What made you think you could do it better than others in the same business?

I've always been working around yachts. I bring passion, rigour and an outside-the-box approach to yacht building. Sunrise Yachts offers so much more than just a boat to buy. After the recent economic turmoil, we realized that potential clients' demands were no longer being met in the industry. So we adapted our strategy to respond to this change by offering comprehensive solutions, with the association of the world's best designers and engineers, as well as unique legal and financial structuring opportunities, allowing clients to obtain uncompromised quality for value and enhanced ownership programs based on a long-term relationship of trust and attention.

What sets you apart from your competition?

We are constantly developing new yacht projects and looking for innovative features, both in design and in engineering and technical fields. We also have created financial instruments for our clients and innovative after-sale packages to give them total comfort. I'm a perfectionist, which drives some people crazy, but at least we can be proud of the vessels we deliver. A yacht is a direct extension of an owner's personality and/or success in life. It's the ultimate passion investment, which associates emotion to an industrial process. Our hands-on approach and attentiveness to clients' wishes while delivering North European quality makes us stand out.

How do you play into the passions of yachting enthusiasts?

I would like to think that our original designs and new onboard lifestyle concepts will find some enthusiasts. We are working hard to reduce our yachts' carbon footprints and offering clients considerably reduced operating costs.

What is your philosophy on service?

We dedicate ourselves to anticipate our clients' needs and strive constantly to make sure they always feel they made the right choice in joining the Sunrise family.

www.sunriseyachts.com





MONDOMARINE

Roberto Zambrini

CEO Mondomarine MC Sarl

Roberto Zambrini has been CEO and founder of Mondomarine MC Sarl since January 2014. After a degree in Economics, he attended a Master degree in Business Administration at Bocconi University in Milan. He immediately started working in SAIM SpA which he left nine years later as Vice President and Managing Director to enter into the marine sector. After having held the position of Managing Director in Sanlorenzo SpA first and then in Cantieri di Pisa, in February 2012 he became Managing Director of Mondomarine SpA and Partner in 2013.

What sets you apart from your competition?

Mondomarine offers a range of projects by seven different Italian designers with the consequent unmistakable Italian touch in terms of design and taste. This wide range of extraordinary exterior lines—we are talking about full custom units designed upon the client's request—delivers to each of our clients a tailor made unit that always exceeds expectations.

We, at Mondomarine—previously known as Cantieri Navali Campanella—have a deep knowledge and proven skills in steel and alloy which date back to the beginning of the 20th century. As a matter of fact, we are today producing four metal-made units among which we have our M60s, and a semi-displacing 60-meter vessel, which is the largest full alloy-made unit to ever be built in Italy.

What is unique about your company or your approach to doing business?

Mondomarine is one of the biggest players in the superyacht industry, but what truly makes our business model unique is our extremely thin organization. This light and reactive machine allows us to provide the fastest possible feedback to any request we get from our prospects. We are able to supply a full custom project draft in a very short amount of time. This becomes an important factor when you are approached by clients who are typically very busy in their profession and have only a small amount of time to dedicate to these kinds of "toys."

How does your company play into the passions of yachting enthusiasts?

We used to have our prospects fully involved in the project, from the very early stages all the way through the final delivery. In the beginning, it's always interesting for them to be closely involved in developing their ideas with a dedicated team of experts. Then, as the construction is proceeding, they can experience it like watching their own baby being born. A construction process can last up to three years and it is most important to keep the client always deeply rooted in the project. The final result is a dream come true, but the entire building process is, at the end of the day, the most fun and unforgettable part of this adventure that only a few unique people can ever enjoy.

What is your philosophy on service?

The launch of a superyacht is hardly the end of those close relationships we've built with our clients. Rather, it is only the beginning of a constant connection we strive to keep in the interest of achieving the utmost satisfaction among our customers. Thanks to our state-of-the-art facilities in Savona, Mondomarine is known as one of the best large yacht service and refit centers in the world. We have the largest travel lift in the Mediterranean and service facilities for yachts up to 75 meters in length. Our timely warranty and maintenance service is made possible globally, thanks to strategic partnerships with only the most professional and reputable large yacht repair shipyards around the world.

www.mondomarine.mc





Vienna Eleuteri

Sustainability Project Manager

Extreme avant-garde technology, maniacal attention to detail, timeless design, Italian style, total fulfillment of the customer's wishes, real environmental protection, high respect for the workforce health and safety ... This is the essence of VSY's philosophy on all fronts, according to Vienna Eleuteri.

VSY is well known for the construction of prestigious superyachts, such as 62-meter Sealyon *(ex-*Candyscape II*),* RoMa *and their latest 72-meter* Stella Maris*.*

VSY is respected as an ethical construction specialist with a vision of sustainability for the wider practice of yacht building. Using recyclable materials in build, VSY integrates new innovations in water treatment and emission reduction, green anchoring systems and effective ways of producing performance with minimum energy to push this green initiative forward.

Stella Maris *in particular has become "the Godmother of the Environment" and a representative of the global fleet's advancements with regard to eco-friendly technology and construction methods. Not only is the company pushing the evolution of ecologically sound construction of larger yachts, but promoting relationships with international committees to create further environmental stability in other areas of the nautical world.*

FACTS

—The Declaration of Sustainability founded the VSY green corporate governance and it was the first formal act for sustainability oriented in the yacht building sector.

—VSY was the first shipyard in Europe to sign the Wood Forever Pact, the Prince Albert II Foundation program to promote the use of timber from sustainably managed forests for yacht building.

—VSY signed a Green Partnership Agreement with the UIM—the worldwide governing body for powerboating fully recognized by the International Olympic Committee—to work together on environmental sustainability in yachting.

—Stella Maris *has achieved wide recognition across the industry with multiple awards and acclaim from environmental bodies due to her ecological status.*

—Before they broke the mold with Stella Maris*, VSY built a fleet of impressive superyachts, which all perfectly capture the iconic classical style of large yachts, like* Sealyon *(ex-*Candyscape II*) and* RoMa*.*

RECENT AWARDS

09.2012 *Declaration of Sustainability "Our corporate governance finds its expression in business ethics based on integrating economic choices with the social and natural environment" —Cristiana Longarini, VSY Managing Director*

10.2012 *Winner, Yacht Capital Marina Yachting Award 2012*

02.2013 *Winner, UIM Special Mention for Environmental Benefit*

03.2013 Stella Maris *was a finalist in the World Superyacht Awards and the ShowBoats Design Awards*

06.2013 *Winner, Environmental Protection Award and the ShowBoats Design Awards*

09.2013 *Winner, RINA Green Plus (Y) Platinum for* Stella Maris

10.2013 *Winner, Best Power 65m+ and Interior Design ISS Awards for* Stella Maris

03.2014 *Winner, UIM Special Mention for Innovation*

05.2015 *Winner, International Yacht & Aviation Awards 2015 for* Stella Maris



www.vsy.it



Jan Reiners
Founder & CEO

"Hand-Made in Germany"

Multiplex GmbH was founded by master boatbuilder Jan Reiners after his boatbuilding education in the '80s. As a sailing enthusiast, the maritime sector is his life, so Reiners—founder and CEO—went the maritime route for his career. Jan Reiners is a member of Deutsche Yachten, an association of German companies with dealings in the yachting industry.

How did you arrive in the position you hold today?

I founded Multiplex in 1987 after receiving my education in boatbuilding. While I was sailing very successfully in international offshore races, we optimized everything we could, often utilizing materials which hadn't necessarily been in the market yet, such as carbon fiber. I twice won the Admirals Cup, in 1983 and 1985, and in 1984, the 3/4 Ton world championship.

During this time, I wanted to optimize the rudder blades, so in 1985 I built the first full carbon fiber rudder blade, and in one piece to both ends tapered, carbon fiber spinnaker poles.

This began to define my relationship with the maritime industry, which has become my home, my profession and my life.

How does your company innovate?

Multiplex has gained a wide range of clients from all around the globe, and these clients are very adamant in terms of quality, styling and delivery. Every time one of our clients gets a new idea or makes a new request, Multiplex welcomes the challenge and sees it as an exciting opportunity to generate a brand new high-end engineered products that not only meets, but exceeds their needs.

What is unique about your company's approach to doing business?

Our business model at Multiplex is flexibility and the wide range of our portfolio to accommodate the needs of almost every kind of yacht. With the system we have in place for how Multiplex supplies the market, we are building almost every product customized. Therefore, every product is unique and built exactly to meet our clients' requirements.

All of our products are engineered and constructed in the lightest weight with highest strength of carbon fiber, which as a added benefit are non-corrosive and easy to handle and maintain.

What is your philosophy on service?

Always be available to and on the side of your clients. This is our main philosophy. That means we provide the best solutions—on time and to the highest level of quality—to our clients. Even in the after-sale, we make sure service for spare parts or overhaul is happening close to the client. Pricing should always be transparent and clear, and it should reflect fair value.

www.multiplexgmbh.com





Mehmet Karabeyoglu

CEO

TURQUOISE YACHTS INC

Mehmet Karabeyoglu graduated as a mechanical engineer from the Polytechnic of Central London. He worked as an engine sales manager for Caterpillar in Istanbul until 1980, when he became general manager of the family construction company Günay Insaat and built the Dubois Design's 50-meter *Turquoise*. Mehmet started a new company named after the yacht, Turquoise Yacht Construction, which merged with Proteksan in 1997. Since then, the company has completed 20 megayachts with a maximum length of 72 meters. At the end of 2014, Mohammed Al Barwani (who is also the owner of the leading Dutch shipyard Oceanco), acquired the majority of the shares of the company and the name has changed, once again, to Turquoise Yachts, Inc.

What is your company's unique sales proposition?

Our USP is driven by differential. It is a culmination of many small but significant details, from creating workflow efficiency in our purpose built sheds to constantly investing in state-of-the-art machinery and software. Add in our ability to work with many designers or use our talented in-house team, then add a streamlined build process, and you can see these key differentials becoming a solid USP for our customers.

What made you think you could do what you do better than others in the same business?

From the very beginning, we decided to sit on the same side of the negotiating table as our customers. This built a trust which ensured that the yachts we built were a culmination of shared experience rather than just a customer-supplier function. This sound business model resulted in a run of repeat orders, always an indication of our ability to deliver a superior product.

What sets you apart from your competition?

Attention to detail, high level of engineering, excellent sound and vibration results.

What is unique about your company and its approach to doing business?

From the outset, we identified the simple fact that clients wanted delivery of their new yacht in a short production time. We developed a range of tried and tested hull platforms and were able to start the prefabrication of hulls and superstructures so the new clients had a head start in a compressed delivery time.

How does your company play into the passions of yachting enthusiasts?

Take a look at the Turquoise fleet on the water today and you will immediately see the wide range of styles and solutions we've delivered. This is because we listen carefully to the client and become an extension of their passion and enthusiasm and then build a very individualized yacht, unique for each customer.

What is your philosophy on service?

Every client is different and wants a yacht that reflects their personality. Add the many facets of the design, style and funcionality to create the ideal yacht. To achieve the end result time and again requires a "yes" culture. Our philosophy is to say "yes" and use our engineering and design skills to deliver the perfect fit for our customer.

How does your company innovate?

Innovation has been in our DNA right from the first yacht we built called Turquoise. *We set out to shake-up the world of superyachts from day one. To succeed, we had to continually innovate, from build techniques, new design vision, novel manufacturing techniques and the harnessing of the latest software to specialist fabricating machinery.*

www.turquoiseshipyard.com





Tim Derrico
Director of Sales

As a Miami native, Tim Derrico began his yacht sales career in 1982 and joined HMY in 1996, spending a total of 30+ successful years selling high-end luxury sportfishing boats. In 2011, Tim was appointed director of sales at HMY after several years of being one of the top Viking Yachts salesmen, and now currently oversees 10 offices and 45 brokers. Tim has spent much of his life fishing in various parts of the world and considers it one of his passions.

What is HMY's unique sales proposition?

HMY Yachts is not foreign owned. We are a 35-year-old American yacht retailer and brokerage company that is run by its original owner who is still actively involved in selling boats. We are managed by people with 30+ years of marine sales experience who have been in the trenches and are still in the trenches with our sales team. Our executive team doesn't sit behind desks all day. We are out meeting customers on boats, working boat shows and making sure we continue to be successful. The results show in our numbers—475 vessels sold in 2014 worth over $400,000,000.

How did you arrive in the position you hold today?

I was born with the water gene and have spent most of my personal and professional life in and around the water. Whether it was fishing or delivering a boat, my day wasn't complete without being on the water. This passion naturally led me to boat sales and I have spent the last 30+ years selling high end boats and yachts. Now as the Director of Sales for HMY, I understand the personality of a top-tier sales professional selling high-end luxury yachts, the specific needs they require and the specific needs of their clients. This understanding has helped HMY recruit and retain the top talent in our industry in the most competitive market in the world.

What sets you apart from your competition?

HMY may sell boats and yachts, but our professional, tenured sales team is really our product. They are HMY's greatest asset. You can't win without the best players and the best game plan. Our sales team is essentially composed of entrepreneurs that run their own business within the framework of HMY. The work ethic, professionalism, experience and customer service are really what sets us apart. Our average salesperson at HMY has over 20 years in the marine industry. We also invest heavily in marketing and advertising the products we sell. HMY has also recruited one of the best marketing talents in the industry to run that department, and as far as I know, we buy more ad space than anyone else in the industry. Our customers appreciate this investment.

How does your company play into the passions of yachting enthusiasts?

Our sales team comes from various backgrounds in the industry that relate well to our customer's passion for boating. Many of our sportfish experts are ex-captains that have fished all over the world. Our motoryacht sales team often comes from family boat building businesses with multiple decades in the marine industry overseeing new builds for clients. It's easy to relate to our customers' interests when we share the same interest. We also invest heavily in both time and money on events like our Bimini Rendezvous, various fishing tournaments, boat shows and other yachting lifestyle events, whichhelp our customers enjoy the boats they purchase from HMY.

www.hmy.com




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Solandge

One of the world's most iconic superyachts, the 279.2ft (85.1m) Lürssen built **Solandge** is offered for sale for the very first time, exclusively by Burgess. With her pedigree credentials, stunning Espen Øino profile and imaginative, highly customised interior covering six decks, she is the most striking yacht of her size and quality on the market today.



SOLANDGE
LOA 279.2ft (85.1m)
BUILT 2013, Lürssen-Werft, Germany
Price on application
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Ester II

LOA 51m (167.3ft)
BUILD Codecasa, Italy, 2005 (refit 2010)
EUR 14,000,000
Central Agents for sale



Big Mak

LOA 47.6m (156.2ft)
BUILD Heesen Yachts, The Netherlands, 1998 (refit 2013)
EUR 9,500,000
Central Agents for sale

BURG

40 YEARS OF SUPERYACHT LEADERSHIP 1975 - 2015



NEW BUILD

Blade

LOA 52m (170.6ft)
BUILD McMullen & Wing, New Zealand, 2018
USD 42,000,000



Golden Odyssey II

LOA 80.2m (263ft)
BUILD Blohm+Voss, Germany, 1990
USD 39,950,000
Central Agents for sale

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www.burgessyachts.com



Koji

LOA 34.1m (111.9ft)
BUILD Leopard (Arno), Italy, 2012
EUR 5,950,000
Central Agents for sale and charter



Oxyzen

LOA 42m (137.8ft)
BUILD AB Yachts, Italy, 2007
EUR 6,000,000 (EU VAT paid)
Central Agents for sale

BURG

40 YEARS OF SUPERYACHT LEADERSHIP 1975 - 2015



Vicem

LOA 46.1m (151.2ft)
BUILD Vicem Yachts, Turkey, 2013
EUR 17,500,000
Central Agents for sale

PRICE REDUCTION



Kate

LOA 42.6m (139.8ft)
BUILD CRN, Italy, 2010
EUR 12,900,000
Central Agents for sale

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New Construction
WESTPORT 164 | 50M



New Construction
WESTPORT 130 | 40M



New Construction
WESTPORT 125 | 38M



New Construction
WESTPORT 112 | 34M



130' **Westport** Tri-Deck MY 2004 "REDEMPTION"
Andrew Miles, C.A.



115' **Crescent** 1996 "SANS SOUCI"
Andrew Miles, C.A.



112' **Westport** RPHMY 2008 "LETTAMELINA"
John Varga, C.A.



112' **Westport** RPHMY 2014/15
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102' **Burger** MY 1998 "SEA COTTAGE"
Andrew Miles, C.A.

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SINCE 1964



100' Broward 1991
Mark Peck, C.A.



98' Queenship 1993
Mark Peck, C.A.



98' West Bay 1998
Andrew Miles / Bryan Long, C.A.'s



92' Rayburn 2007
Camm Moore, C.A.



88' Tarrab MY 2002
Andrew Miles, C.A.



88' Broward 1999
John Varga, C.A.



87' Broward MY 1995
Mark Peck, C.A.



85' Pacific Mariner 2008
Claude Racine, C.A.



80' Lazzara 1998
Mark Peck, C.A.



80' Azimut 2001
Mark Peck, C.A.



80' Northstar 2006 / 10
Claude Racine / John Varga, C.A.'s



76' Lazzara 1999
Bryan Long, C.A.



72' Hatteras FBMY 2008
Bryan Long, C.A.



68' Lowland 1985
Mark Peck, C.A.



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Perfecta | 2008 75' Itama
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SOLD	SOLD	NEW CONSTRUCTION	NEW CONSTRUCTION	SOLD 2 TIMES
		CONFIDENTIAL	CONFIDENTIAL	
269'/82m ALFA NERO	258'/79m PRINCESS MARIANA	250'/76m +/- CONFIDENTIAL	250'/76m +/- CONFIDENTIAL	244'/74m KATANA
NEW CONSTRUCTION	NEW CONSTRUCTION	NEW CONSTRUCTION	SOLD	NEW CONSTRUCTION / SOLD 2 TIMES
CONFIDENTIAL	CONFIDENTIAL	CONFIDENTIAL		
220'/67m +/- CONFIDENTIAL	220'/67m +/- CONFIDENTIAL	220'/67m +/- CONFIDENTIAL	214'/65m TRIDENT	212'/65m NIRVANA
SOLD	NEW CONSTRUCTION / SOLD 2 TIMES	SOLD 2 TIMES	NEW CONSTRUCTION	SOLD
CONFIDENTIAL				
200'/61m +/- CONFIDENTIAL	200'/61m SECRET	200'/61m APRIL FOOL	200'/61m FEADSHIP	198'/61m NARA
SOLD	SOLD	SOLD 2 TIMES	SOLD 4 TIMES	SOLD
				
194'/59m SCHWEERS	193'/59m OUTBACK	192'/59m RONIN	192'/59m OCTOBER ROSE	188'/57m CALIXE
SOLD	NEW CONSTRUCTION / SOLD 2 TIMES	NEW CONSTRUCTION / SOLD 4 TIMES	NEW CONSTRUCTION / SOLD 4 TIMES	SOLD
				
184'/56m SAMANTHA LIN	183'/56m LADY SHEILA	183'/56m FOUR ACES	183'/56m FALCON	181'/55m SOUTHERN CROSS III
SOLD 2 TIMES	SOLD	NEW CONSTRUCTION	SOLD 2 TIMES	SOLD
				
177'/54m SEAHAWK	177'/54m AMBROSIA	175'/53m FEADSHIP	175'/53m LITTLE SIS	174'/53m SEA BOWLD
SOLD	SOLD	SOLD 2 TIMES	NEW CONSTRUCTION	SOLD 3 TIMES
				
170'/52m DEJA TOO	170'/52m DREAM	170'/52m SUNRISE	170'/52m GOLDEN BAY	170'/52m MIDLANDIA
NEW CONSTRUCTION / SOLD 2 TIMES	SOLD	SOLD 2 TIMES	SOLD 2 TIMES	SOLD
				
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SOLD  205'/62m MAIDELLE	SOLD 3 TIMES  205'/62m LADY LOLA	NEW CONSTRUCTION / SOLD 3 TIMES  204'/62m FORTUNATO	SOLD  203'/62m RASSELAS	NEW CONSTRUCTION  203'/62m ANDALE
SOLD 3 TIMES  197'/60m AVIVA II	NEW CONSTRUCTION  197'/60m AMBROSIANA	SOLD  197'/60m SOLEMATES	NEW CONSTRUCTION  194'/59m LADY SHEILA	SOLD  194'/59m PEGASUS
SOLD  188'/57m EXCELLENCE III	**YOUR BOAT CAN BE ADDED TO THIS LIST. CALL OR EMAIL US!**		SOLD  185'/56m SYCARA III	SOLD 2 TIMES  185'/56m ZENJI
SOLD  180'/55m SEA SEDAN			SOLD 2 TIMES  180'/55m CLAIRE	SOLD  180'/55m OBSESSION
SOLD  174'/53m VINYDREA	SOLD 2 TIMES  173'/53m SUNRISE	SOLD 2 TIMES  173'/53m DESTINY	SOLD  171'/52m BATTERED BULL	SOLD 2 TIMES  170'/52m LADY IN BLUE
SOLD  168'/51m ENTERPRISE V	SOLD 3 TIMES  168'/51m INTREPID II	SOLD 3 TIMES  168'/51m LAZY Z	NEW CONSTRUCTION  164'/50m D'NATALIN IV	NEW CONSTRUCTION CONFIDENTIAL 164'/50m +/- CONFIDENTIAL
SOLD 2 TIMES  164'/50m QUEEN M	SOLD  163'/50m THUNDER	SOLD 2 TIMES  163'/50m ACHIEVER	NEW CONSTRUCTION / SOLD 3 TIMES  163'/50m JEFFERSON BEACH	SOLD  163'/50m SUSSURRO

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‡*IONIAN PRINCESS
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*SILVERWIND
143' (43.63m) BRAND NEW 2014 ISA



*BLUE MAMBA
127' (38.71m) 2009 OCEANLINE



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120' (37m) 2002/2014 BROWARD



‡ ROMANZA
120' (36.58m) 2008/2015 BENETTI



*ORSO 3
108' 4" (33.02m) 2013 BENETTI



ATON
108' (32.92m) 1995 BROWARD



‡ *THE WELLESLEY
108' (32.92m) 2001 FALCON



PATTI BELLE
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EL LOBO
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118′ (36m) 1994/2004 CHRISTENSEN



‡*HAPPY HOUR
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SPRING TIME
110′ (33.53m) LAZZARA 2007



‡ LIVERNANO
96′ (29.26m) 2010 PRINCESS



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93′ (28.35m) 1995/2012 BROWARD



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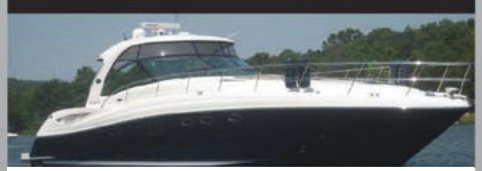
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LADY SILVIA, 105' Azimut MY



DIAMOND LADY, 94'Horizon CMY



FAIR SKIES, 90'Burger MY



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STATUS QUO, 150' 2013 Richmond, Tri-Deck MY - Built to ABS, MCA class, MTU 16V-2000's, only 650 hrs! Helilpad, zero speed stblz, all options. Ft. Laud. CA



LADY LEILA, 132' 2008 Horizon - Custom classed TDMY, accommodates up to (10), dual master SR's. Cats, only 2750 hrs, new paint '12, zero speed stblz. Palm Bch, FL. CA


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ATLANTICA 135' 2000/12 Christensen TDMY – ABS Classed, 5 S/R, & new exterior paint. 16V2000's w/recent W6 service. S. Fla CA



MURPHY'S LAW, 124' 1998/14 Delta Tri-Deck MY - New exterior paint, zero hours on main engines. New elects & decor. 4 S/Rs. Ft. Lauderdale, FL CA



MUCHO MAS, 115' 1994 Broward MY - Repowered w/CAT C32 Engines w/1250hrs, full walk-around decks, 4 S/R + Crew. Miami. CA



GOOD TIMES, 114' 1996/14 Hatteras MY - Complete refit, gorgeous new interior & joinery, elects & A/V, hardtop, FB bar, tender & toys! 16V2000's, new gens. S.FL CA



LADY CAROLE, 105' 2010 Azimut High Speed MY - On-deck master, 4 S/Rs below. Powered by MTU 16V-2000's, zero speed stabilizers. South FL. CA



HERITAGE, 86' 1987 Burger MY - New interior & upgrades 2011, Twin MTU 8V396. Pristine condition. Ft. Lauderdale, FL. CA



FREEDOM, 75' 2003 Hatteras CMY - 4 S/R layout, Cat 3412, new interior. Boca Raton. Also avail, **75' 2001 Hatteras CMY L'DOR V'DOR**, 5 S/Rs, Miami. CA



STREAM RUNNER, 65' 2003 Hatteras CNV SF - Enc. bridge, internal stairwell, 4 S/R layout, full tower, davit & tender, Cats w/low hrs. Miami, FL CA



HUEY'S ISLAND II, 48' 2008 Cabo SF CNV - Best pedigree 3 S/R SF w/ common rail power, 2014 Garmin elects & low hrs - priced right! Ft. Laud. CA

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GRIFFIOEN 27.22m/89'3, Bloemsma & Van Breemen, 2006, €4,950,000
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New Central Agency *Image courtesy of Sunseeker International*

LILLY II 35m/115', Sunseeker, 2013, $11,950,000 *
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Price Reduction

LADY NAN CE 34.14m/112', Westport, 2007, $6,950,000
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87' JOHNSON FLYBRIDGE MOTOR YACHT 2007

Twin 1800 HP MTU's with low hours. ASEA world cruising electric capabilities. On deck master plus three guest cabins below, Toy Garage and crew for 3 aft. Huge Flybridge via moving tender to custom hydraulic lift aft. Must see! Contact Jeff Stanley, Central Agent.



81' HORIZON COCKPIT MOTOR YACHT 2013

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91' TARRAB SKYLOUNGE 2012

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70' HORIZON MY 2000

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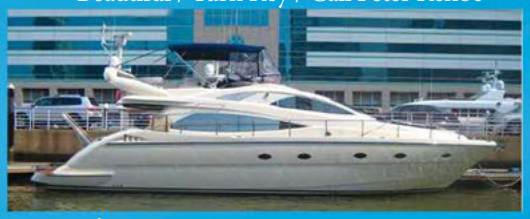
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MAN Diesels / 3 Staterooms
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Beautiful / Turn Key / Call Peter Kehoe



60' SPENCER SPORTFISH 2013
Caterpillar Diesels, low hrs, 3 S/R. Fully equipped with custom furnishings & décor
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59' FERRETTI MOTOR YACHTS
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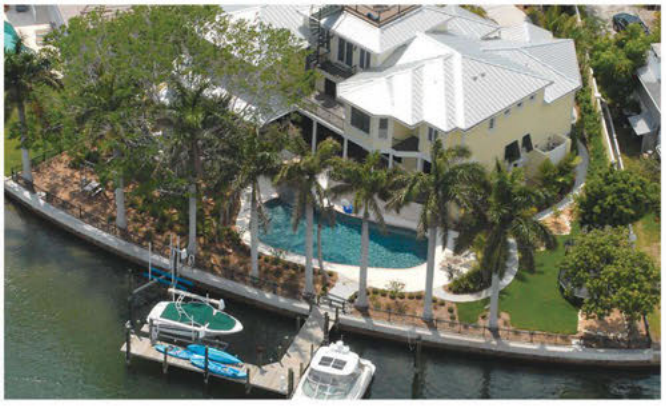
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TOTO

54' (16.40m) - Grand Banks Eastbay SX - 2006

Stuart, Florida - **USD 850,000**

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A Legacy Lives On

Yacht designer Olin Stephens II (top left) is pictured here with the crew of *Dorade* shortly after her launch. The 52-foot Marconi-rigged yawl, built at the Minneford Yacht Yard in City Island, New York, was commissioned in 1929 and went on to win numerous high-profile ocean races. After she fell into disrepair, an Italian owner restored her to her original form in 1997, and she continues to compete in races today. She is expected to compete in this summer's Transatlantic Race originating in Newport, Rhode Island, the Rolex Fastnet Race and the Royal Yacht Squadron's Bicentenary regatta and celebration in Cowes on the Isle of Wight. Stephens was 100 when he died in 2008. He was responsible for numerous well-known yachts during his long career. The firm he co-founded, Sparkman & Stephens, continues to design yachts.



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